

JANUARY 1958

# CONCRETE

For producers of precast and prestressed concrete products and ready mixed concrete

## CHICAGO:

Center of the Concrete  
Industries in February



**Walter W. Underwood**

Executive Director, National Concrete Masonry Association



**Vincent P. Ahearn**

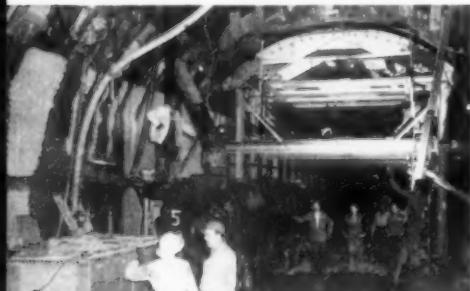
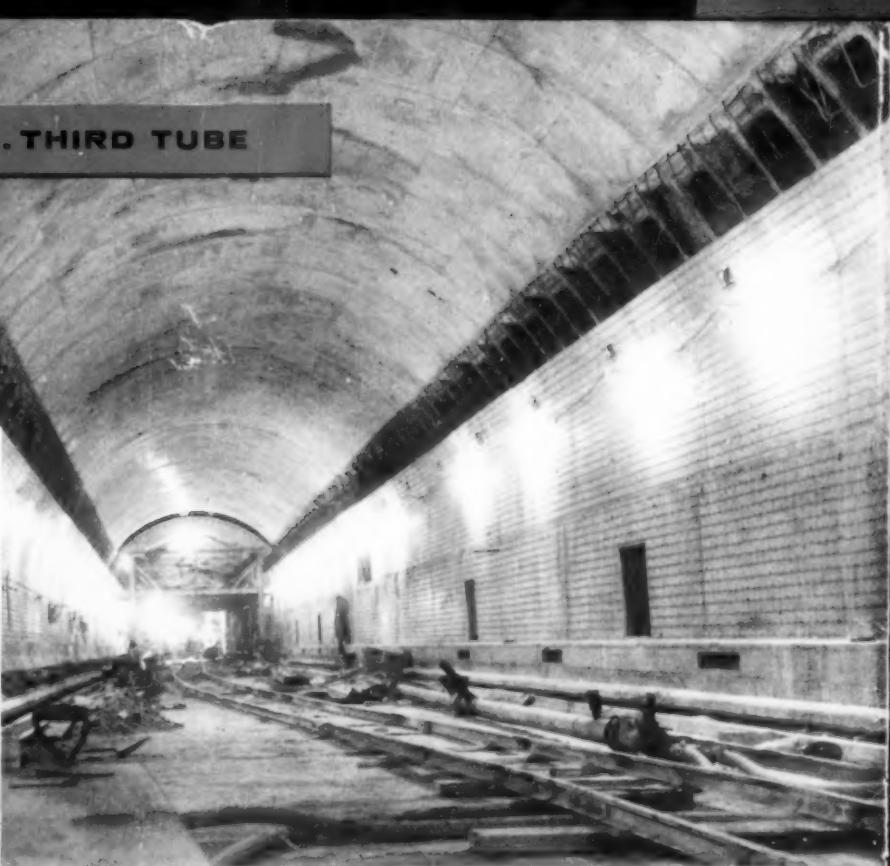
Executive Secretary, National Ready Mixed Concrete Association

## LINCOLN TUNNEL . . . THIRD TUBE

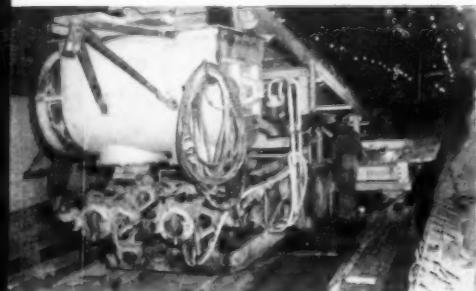
Third tube of Lincoln Tunnel, under the Hudson River. Owner and Engineer: The Port of New York Authority. General Contractor: Joint Venture—Mason, Johnson and MacLean, New York City. Pozzolith Ready-Mix concrete produced by Hudson Builders Material, Inc., Jersey City, N. J.



Ready-mix truck on top side of tunnel discharges concrete into "elephant trunk" . . .



Concrete goes down "elephant trunk" to buggies in tunnel . . .



Concrete pump receives concrete from buggies and pumps it into tunnel lining forms.

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From ready-mix truck . . . to buggy . . . to concrete pump . . . to tunnel lining—"triple-play" handling while retaining good flowability and minimum bleeding—this was the performance of concrete produced with Pozzolith in the construction of The Port of New York Authority's \$100,000,000 Lincoln Tunnel third tube.

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# Progress THROUGH THE YEARS

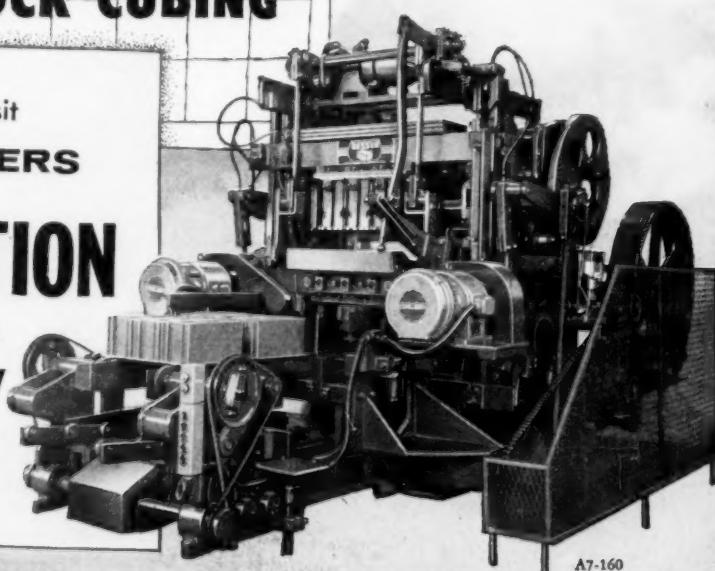
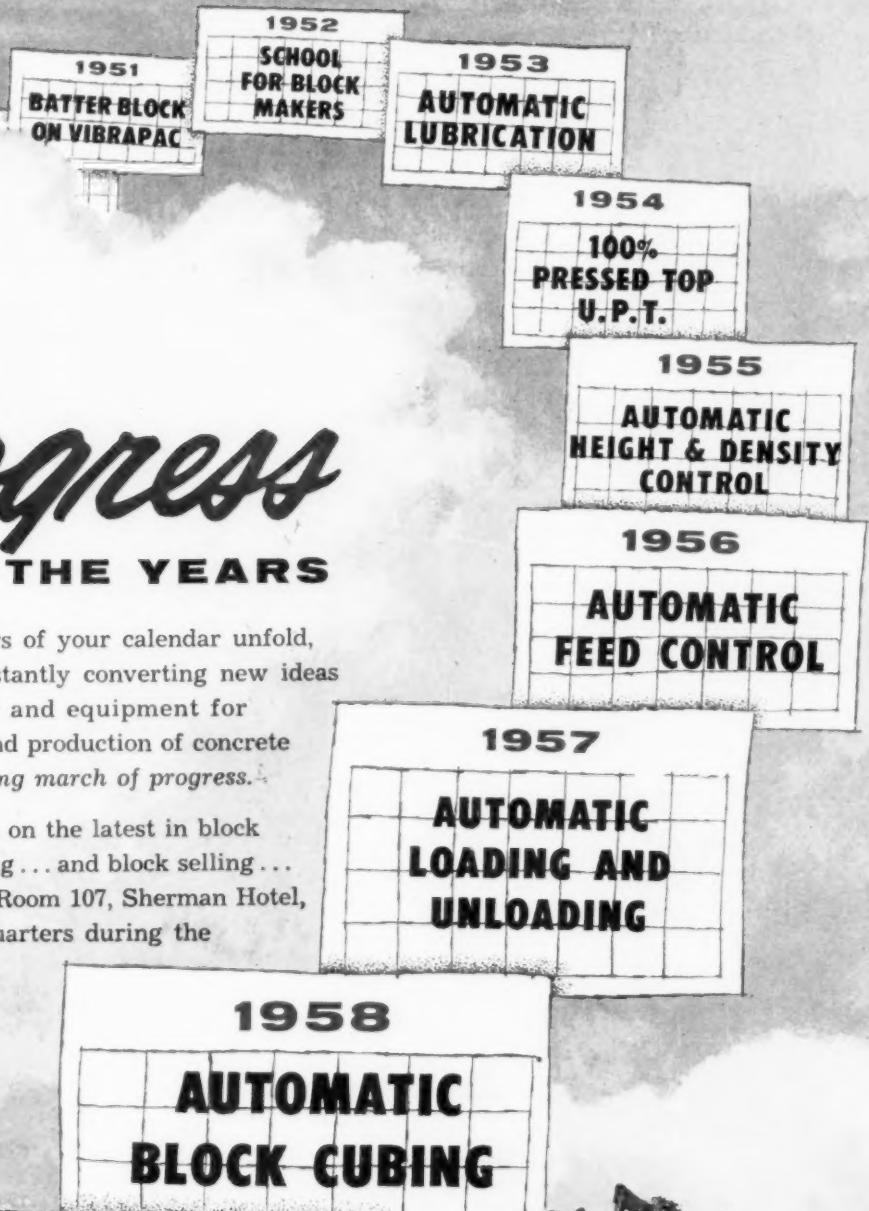
As the months and years of your calendar unfold, Besser Company is constantly converting new ideas into modern machinery and equipment for improving the quality and production of concrete block... in a never ending march of progress.

If you want information on the latest in block making... block handling... and block selling... we suggest you come to Room 107, Sherman Hotel, Besser Company Headquarters during the NCMA Convention.

You are cordially invited to visit  
**BESSER HEADQUARTERS**  
at the  
**NCMA CONVENTION**

February 17-18-19, 1958  
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**BESSER Company**  
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A7-160

# The Advanced **KEN TWIN**

**Faster**  
production

**Higher**  
quality blocks

**Lower**  
operating cost

**Lower**  
maintenance  
cost

**Lower**  
initial cost

**Longer**  
life construction



**NOW**  
**FURTHER**  
**REFINED**

With the value of its basic principle and uncommonly simple operation conclusively demonstrated — these improvements now assure longer life, reduced operational costs and lower production costs.

1. **HEAVIER PALLET FEEDER.** Electric driven chains assure positive action. Non-reversing movement avoids possibility of pallet jamming.
2. **PIVOTED VIBRATOR MOTOR BRACKETS** keep V-belts tight continuously and assure uniform vibration.
3. **5 H.P. VIBRATOR MOTORS** provide more powerful and uniform vibration.
4. **POSITIVE PALLET OILER**, with reservoir tank keep pallets well oiled at all times.
5. **POWERED PALLET CARRY-OUT V-BELTS** prevent block breakage and contribute to high production. Even spacing prevents bumping together of pallets.

6. **RUBBER CUSHIONED PALLET JACK** improves mold and pallet vibration.

7. **RUBBER INSULATED JACK CYLINDER** prevents leakage of oil around cylinder rod.

8. **NEW STYLE OFF-BEARING HOIST.** Faster — Smoother — Minimum of Moving Parts.

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**BATCH MIXERS • CONTINUOUS MIXER • FEEDERS • ELEVATORS • DUNKERS • RACKS & ETC.**

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convention in Chicago,  
February 10-14.

\*Specification Mix Design

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EVEN BETTER!*

*Get Set to...*

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*with the important features...*

**YOU ASKED FOR!**

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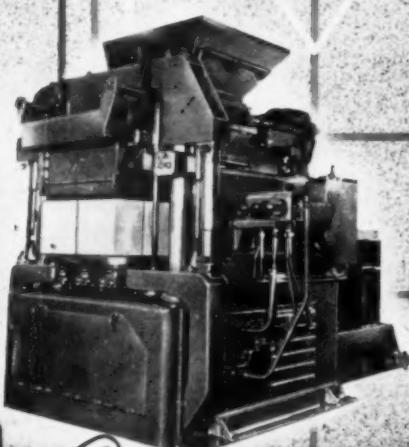
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Exclusive World Wide Distributor of Challenge Pacemaker Truck Mixers  
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# BUILD

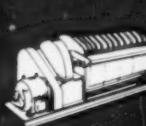
SEE YOU AT THE  
N. C. M. A.  
CONVENTION  
CHICAGO  
FEB 17th — 19th



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MANUFACTURERS AND WORLD WIDE DISTRIBUTORS OF A COMPLETE LINE OF PLANT EQUIPMENT FOR PRODUCTION OF CONCRETE PRODUCTS

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Your own regular customers, plus many new ones, can be a source of much added profits for you when you own a COLUMBIA 12"-HIGH!

Architects, NCMA, block plant manufacturers and block plant operators working together have created a wide variety of new faces and shapes in concrete masonry units for which there is an ever increasing demand.

You can cash in on the demand for these new units with your old customers and build many new accounts by the installation of a COLUMBIA 12"-HIGH . . . the one block machine that successfully makes all three: 4"-high, 8"-high, as well as 12" high units in a wide variety of shapes and sizes—Roman brick, Norman tile, silo staves, water meter boxes, flue liners, partition block, hexagonal drain tile, prestressed units, fence posts, specially designed face blocks, and other special shapes.

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**IT IS EASY TO OWN A COLUMBIA 12"-HIGH.** The low original price represents an easily amortized capital investment. Flexible "pay-as-you-depreciate" plan makes you the owner of this profitable piece of concrete manufacturing equipment on an easy-to-pay basis.

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# CONCRETE

For producers of precast and prestressed concrete products and ready mixed concrete

VOL. 66, NO. 1

JANUARY 1958

## FEATURES FOR THIS MONTH

**Chicago, Host to NRMCA** ..... 24

*Members and guests will be making the trek to Chicago and the 28th annual convention and biennial show, February 10-14, of the National Ready Mixed Concrete Association. The show, this year, includes 141 exhibits of manufacturers and suppliers to the industry.*

**Block's the Topic in Chicago** ..... 30

*An ahead-of-time word picture of the 38th annual convention of the National Concrete Masonry Association—February 17-20. Theme of the sessions is "Blueprint for the Future."*

**Some Comparative Wall Costs** ..... 31

*For his own information, a builder in Georgia kept accurate records of the installed costs of the materials he was using. Similar comparison figures, developed for your trading area, could prove invaluable as a selling tool.*

**Calcrete Finds Profits in Split Block** ..... 32

*The owners of this California plant figure that the cost of their new splitter was recouped in profits in the first 90 days of use.*

**Redi-Mix's Truck-Purchase Plan** ..... 34

*A reworked plant and a purchase plan whereby the company's drivers buy the trucks has led to a more profitable operation for Venice Redi-Mix, Venice, Florida.*

**Parable of the Prices—Editorial** ..... 23

*This editorial, written for Steel by the magazine's editor, Walter J. Campbell, is most appropriate; and so we are reprinting it on our editor's page.*

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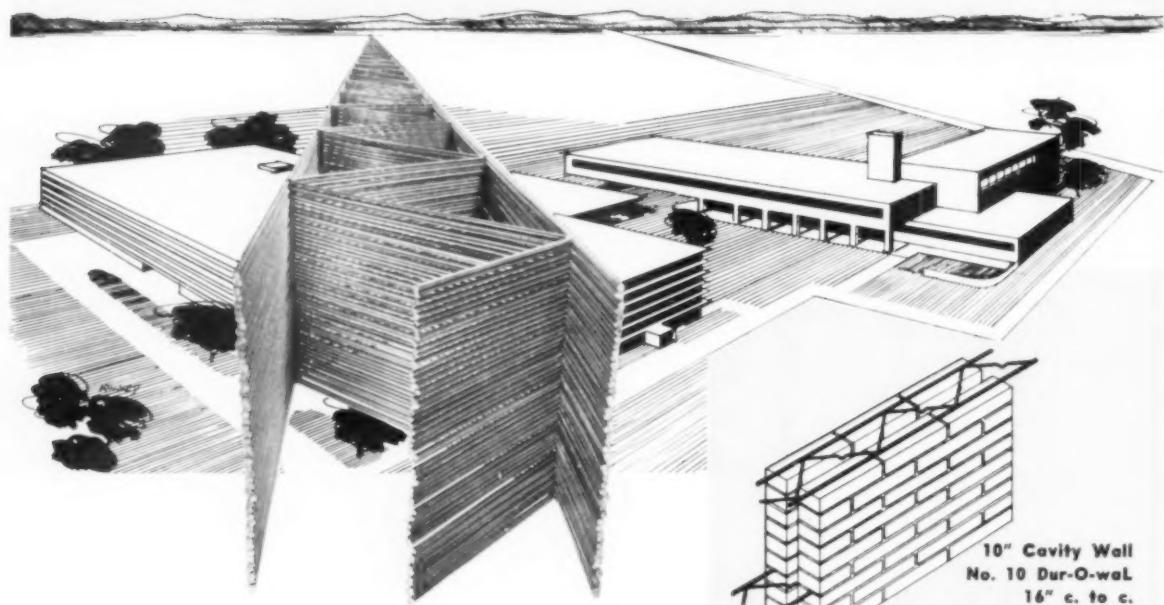
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Dur-O-wal is ready for delivery to your building sites to provide hidden quality for superior construction.

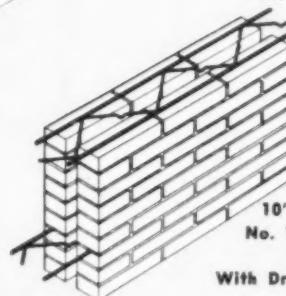


**TRUSSED DESIGN BUTT WELD  
DEFORMED RODS**

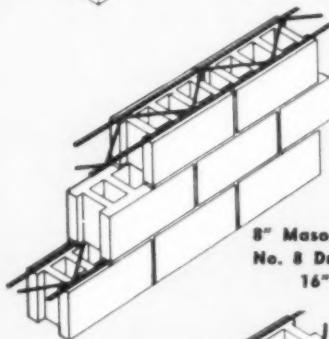
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Rigid Backbone of Steel For Every Masonry Wall

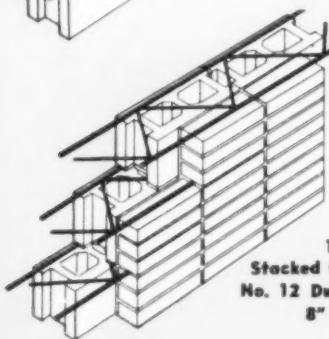
Dur-O-wal Div., Cedar Rapids Block Co., **CEDAR RAPIDS, IA.** Dur-O-wal Prod., Inc., Box 628, **SYRACUSE, N. Y.** Dur-O-wal Div., Frontier Mfg. Co., Box 49, **PHOENIX, ARIZ.** Dur-O-wal Prod., Inc., 4500 E. Lombard St., **BALTIMORE, MD.** Dur-O-wal of Ill., 119 N. River St., **AURORA, ILL.** Dur-O-wal Prod. of Ala., Inc., Box 5446, **BIRMINGHAM, ALA.** Dur-O-wal of Colorado, 29th and Court St., **PUEBLO, COLORADO** Dur-O-wal Inc., 165 Utah Street, **TOLEDO, OHIO**



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With Drip Cross Rod**



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No. 8 Dur-O-wal  
16" c. to c.**



**12" Wall  
Stacked Coursing  
No. 12 Dur-O-wal  
8" c. to c.**

# FROM THE NEWS DESK

## NCMA's 23rd president is Carroll Strohm, Jr. Takes over from Philip Paoella at national convention.

Carroll Strohm, Jr., of the Nashville Breeko Block Co., Nashville, Tenn., has been elected 1958 president of the National Concrete Masonry Association.

He succeeds Philip Paoella, executive vice president of the Plasticrete Corp., Hamden, Conn.

Mr. Strohm assumes the post after serving nine years as secretary-treasurer of the Association. He has also been a director of NCMA for a total of three years.

A native of Memphis, Tenn., Mr. Strohm has a long and varied career in the concrete block industry. He joined Nashville Breeko Block in 1928 and was named to his present position of director, secretary-treasurer and general manager in 1942. His company is the largest concrete masonry producer in the city.

In 1950, Mr. Strohm's company was the first in the nation to plant fabricate prestressed block units. This process has since been adopted in many areas of the country. NCMA's 23rd president is also identified with Pre-Stressed Concrete, Inc., a new company in Louisville, Ky. He holds the same title there as with Nashville Breeko Block.

In addition to his duties with NCMA, Mr. Strohm has been a director of the Southeastern Concrete Masonry Association for the past 12 years. He is also a past director of the Prestressed Concrete Institute.

In taking over the reins of NCMA, Mr. Strohm expresses great confidence in the success of the Association's regional organization plan. Says Mr. Strohm:

"The program offers two features which I am particularly enthusiastic about. Now every member has the opportunity of taking a direct part in the election of the Association's directors, which will give the feeling of one having a personal part in the operation of NCMA. The other feature is one that I have been advocating for years — an effective field representation program. I know that a great many plants will appreciate this kind of service more than any-



thing we can offer at this time."

"Conditions point to a highly competitive situation in 1958 for the building industry. This would indicate the importance of the Association as well as the individual plants putting forth their utmost efforts in the promotion of concrete masonry units."

Active in local civic affairs, Mr. Strohm is a member of the Nashville Kiwanis and Chamber of Commerce and is a director of the Richland (Tenn.) Country Club. He is married and has two children; Tommy, 12, and Peggy, 9.

## Safe Drivers Honored at Ohio Firm's Award Dinner

The Marietta, Ohio, Concrete Corporation held an award dinner recently to recognize 17 safe drivers. These drivers have completed one or more years of accident-free driving for which they each received a twenty-five-dollar U. S. Savings Bond and a safe-driving certificate.

F. Leonard Christy, president of

the company, presented the awards to William Adams, Chester Baker, E. R. Cunningham, Ray Cunningham, William Dunn, Hever Henninger, Earl Johnson, Charles King, Charles Lighfritz, Paul Murray, Robert Murray, Ralph Myers, Henry Schofield, Homer Stewart, Clarence Walters, Oral Wolfe, and Oren Wolfe. Richard Jacoby, the Marietta firm's personnel director, was in charge of the meeting.

## Convention of Wisconsin Products Group Jan. 22

The Wisconsin Concrete Products Association is holding its convention in Madison this month. Dates and place of the event are January 22 and 23 at the Loraine Hotel.

A panel discussion will be part of the program, and business and speakers will fill out the sessions. The convention banquet will take place Thursday the 23rd.

## Sellner Named Manager of PCA Conservation Bureau

The appointment of E. P. Sellner as manager of the conservation bureau of the Portland Cement Association was announced recently by George H. Paris, director of promotion planning and engineering services. Mr. Sellner succeeds Ezra Wengler, who is retiring after 24 years with the Association and who has been manager of the conservation bureau since it was established in 1946.

Mr. Sellner joined the Association in May 1955 as sanitary engineer in the conservation bureau. He is a member of the American Society of Civil Engineers.

## Kansas Association Holds Meeting, Elects Officers

The fourth annual meeting of the Kansas Concrete Masonry Association was held October 24, in Salina, the home town of host member Salina Concrete Products, Inc. The most important matter of business was the discussion on current status of the organization and its relationship to the member companies and to the National Concrete Masonry Association. Future action will

include a determination of relative status.

The election of officers was held by the directors. Paul Lawrence, Lawrence Concrete Products, Winfield, Kansas, succeeds Ellis H. Ross as president of the association. Other officers elected were: Preston R. Carter, Carter Block Plant, Russell, Kansas—vice-president; Walter Morton, Morton's Building Materials Company, Lawrence, Kansas—secretary; and Otis Walker, The Concrete Products Company, Junction City, Kansas—treasurer.

## Easier Credit Now for Home Builders and Buyers

In interviews conducted by the *Wall Street Journal*, mortgage lenders across the United States were found to be loosening their credit terms in financing mortgages. Home builders and buyers will find it easier to obtain the financing they need to proceed.

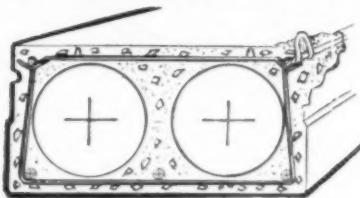
The *Journal* reports that interest rates on such loans may come down in the near future. The lenders interviewed are finding it easier to finance residential building activities since the recent changes in credit terms by the Federal Reserve System.

## put the **STRESS** on **AUTOMATIC**

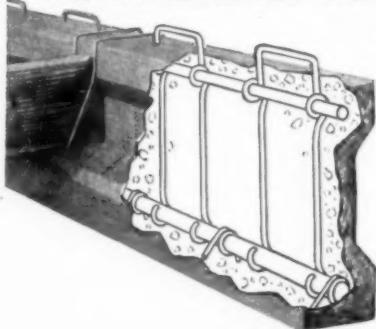
*fast, precise, reinforcing for Concrete Products*

### FOR PRESTRESSED CORED SLABS

STIRRUPS and  
LEVELING LOOPS  
for prestressed  
concrete cored slabs.

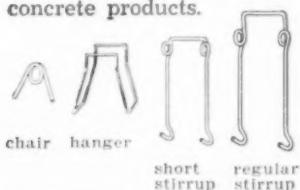


### FOR PRECAST CONCRETE JOISTS...



Stirrups, Chairs and Hangers

Designed for ease of use in the reinforcing of concrete joists and other pre-cast concrete products.



#### • SPECIAL SIZES

Send for prices, literature, samples **TODAY!**

#### • PROMPT DELIVERY



● Philip Paoella, NCMA president, signs the charter designating the Oregon Concrete Masonry Association as NCMA Chapter No. 2. Looking on during the ceremony December 6 at Portland are (from left) Walter Underwood, NCMA executive director; Kenneth Bergstrom, president of the Oregon group; and S. Carl Smithwick, a past president of NCMA.



New Barber-Greene conveyor, erected in just  $2\frac{1}{2}$  days after the fire, boosts tonnage from 250 tons a day to 250 tons per hour.

## Conveyor destroyed by fire on Monday New one operating Friday

On Monday fire roared up a wooden conveyor owned and operated by a Milwaukee cement block company. Out of the devastation only the wooden "A" frames remained. Without the conveyor, production was at a standstill.

At 6:00 the following morning the owner called the local Barber-Greene distributor to see what could be done. Drawing from his own

stock of standardized conveyor components—trusses, idlers, drives—the distributor was able to rush all the necessary components to the burned out plant by noon. And by Friday morning the new conveyor was erected and operating.

This fire and the quick return to normal operations point up the basic advantages of Barber-Greene standardized components. These

advantages include: quick delivery from stocks of standardized components... elimination of engineering time required when building "custom-made" conveyors... and fast, easy erection.

Trouble-free operation is an additional benefit of the factory aligned and adjusted drives and terminals. Flexibility in shortening or lengthening your conveyor is another plus.

Write for information on Barber-Greene Standardized conveyor components

56-12-PE

**Barber-Greene**

AURORA, ILLINOIS, U.S.A.

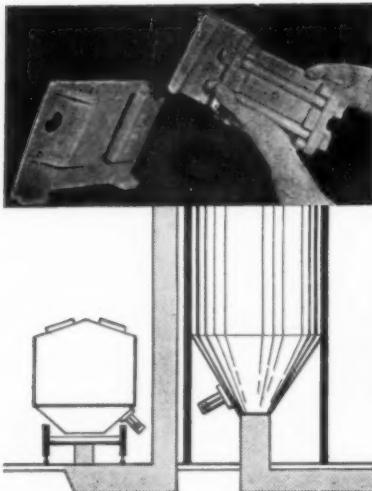


CONVEYORS... LOADERS... DITCHERS... ASPHALT PAVING EQUIPMENT

JANUARY, 1958

For more information use postcard facing page 48.

9



## BETTER THAN TWINS

One Cleveland LSRR Vibrator will do two jobs for concrete plants. It can be used to unload cement from covered hopper cars, and then switched to trackside storage to guarantee a full flow from this bin.



The LSRR is also ideally suited to vibrating the forms of larger concrete products.



The HCLSRR is equipped with both a hydraulic C clamp and a male bracket for use on self clearing hopper cars for unloading sand and gravel.

Write for complete price list and technical data.



2708 Clinton Avenue • Cleveland 13, O.



From left: Philip Paolella, NCMA president, and Walter Underwood, executive director, show charter of affiliation to Earl Peterson, NCMA past president, and to Earl Christensen, president of Nebraska Concrete Masonry Association, and Byron D. Osterloh, executive secretary of the Nebr. group. This is the first state group to affiliate with NCMA.

## Nebraska Assn. Is First State Affiliate to NCMA

Highlight of an evening banquet program of the Nebraska Concrete Masonry Association was the presentation of a charter to the association by Philip Paolella, president of the National Concrete Masonry Association. The banquet took place at the Sheraton Fontenelle Hotel, Omaha, on December 4.

Earl Christensen, president of the Nebraska association received the charter for the group. The group is the first state organization to join the national association as an affiliated chapter.

Mr. Paolella addressed the banquet on "Why an Association?" mentioning the benefits of working collectively. He compared the budget for promotion and research of the industry with those of competitive products, and urged greater membership and financial support of state and national associations in order that these groups can conduct promotional programs and technical research to meet the competition.

Walter W. Underwood, executive director of the National Concrete Masonry Association, also spoke to the group. His talk included an outline of the new regional setup of the national association and the mechanics by which officers will be elected.

## Annual Breakfast of Ohio Ready Mixed Association

Members of the Ohio Ready Mixed Concrete Association will get together for their annual breakfast during the National Ready Mixed Concrete convention at Chicago, Illinois. The breakfast will take place February 11 at the Conrad Hilton Hotel.

## High Safety Records Earn Awards for Memphis Plants

Managers of the Fischer Ready-Mix Concrete plant and Fischer Concrete Products Co., Memphis, Tennessee, recently received safety awards presented by Nolen Puckett, director of the Tennessee Safety Council. The awards indicate high safety records for the past year.

J. E. Bagwell accepted the award for the ready mix unit, and Bill Carter received the award for the concrete products plant. Each plant had from three to six years without an accident causing loss of man hours. The plants are functions of the Memphis firm Fischer Lime & Cement Co.

## Calendar . . .

1958

**JANUARY 19-23** National Association of Home Builders — Convention and Exposition — Hotel Sherman and Conrad Hilton Hotel — Chicago, Illinois.

**JANUARY 21-22** Ohio Concrete Block Association — Fifth Annual Convention — Hotel Shawnee — Springfield, Ohio.

**JANUARY 22-23** Wisconsin Concrete Products Association — 38th Annual Convention — Loraine Hotel — Madison, Wisconsin.

**JANUARY 27-29** Ohio Ready Mixed Concrete Short Course — Ohio Ready Mixed Concrete Association — University of Toledo — Hotel Secor — Toledo, Ohio.

**JANUARY 27-31** National Prestressed Concrete Short Course — University of Florida — Ellinor Village — Daytona Beach, Florida.

**FEBRUARY 9-12** Mason Contractors Association of America — 8th Annual Convention and Show — Mark Hopkins Hotel — San Francisco, California.

**FEBRUARY 9-13** National Ready-Mixed Concrete Association Convention and Exhibition — 28th Annual Convention — Chicago, Illinois.

**FEBRUARY 9-13** National Sand and Gravel Association — Annual Convention and Exhibition — Conrad Hilton Hotel — Chicago, Illinois.

**FEBRUARY 10-14** American Society for Testing Materials — Committee Week — Hotel Statler — St. Louis, Missouri.

**FEBRUARY 17-19** National Crushed Stone Association — 41st Annual Convention — Conrad Hilton Hotel — Chicago, Illinois.

**FEBRUARY 17-20** National Concrete Masonry Association — 38th Annual Convention — Chicago, Illinois.

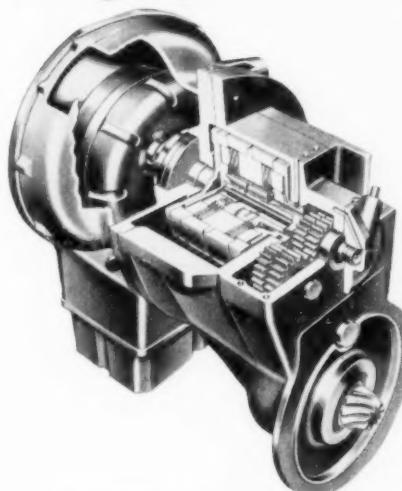
**FEBRUARY 24-26** National Concrete Products Association of Canada — Annual Convention — Seigniory Club — Montebello, Quebec, Canada.

**FEBRUARY 24-27** American Concrete Institute — 54th Annual Meeting — Morrison Hotel — Chicago, Illinois.

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\* Feather Touch Control, an exclusive feature of the Power Shift Hystamatic transmission designed and built especially for Hyster lift trucks as optional equipment, produces an entirely new standard of lift truck driving ease and control of truck and load. Result: More work done, lower handling costs, and here's why:

**SMOOTHER INCHING.** Light touch of left foot controls travel speed, right foot simultaneously maintains high engine speed for lifting. Loads can be lifted, stacked in one motion.

**SMOOTHER CHANGE OF DIRECTION.** Flick of lever (left hand) controls forward-reverse. No sharp shifting surge to disturb load. Right hand is free to control hoist lever.

**NO TIME LAG, LIVELY ACCELERATION.** Operator has positive control of power and lively acceleration at all times.

**SMOOTHER POWER.** Torque Converter automatically adjusts power to load, eliminates jerky truck movement common to many other automatic transmissions.

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# Dodson's Digest



## How not to build a bridge

Ran into Jerry Bailey at lunch the other day. Jerry is a construction engineer, and he's been a booster of Calcium Chloride in concreting for several years.

We got to talking about the value of Calcium Chloride in winter concreting. "I recall one job, though," Jerry said, "that was really a jinx. Even Calcium Chloride couldn't save it. I was building a bridge . . ."

"What did you do, build it over the wrong river?" I asked.

"It all happened while I was laying the foundation," Jerry explained, ignoring my question. "I was working on a pretty tight schedule, and I had just finished making my forms when I ran into some labor trouble, and my men went on strike."

"Calcium Chloride couldn't help you there," I admitted.

"It took me a couple of days," Jerry went on, "but I finally got that settled. We went back to work, got the forms placed, and were all set to pour when a sudden cold snap hit us. In fact, it was so cold it set a new record for the city!"

"Calcium Chloride can help you there," I said. "It gives concrete higher early strength, increases workability, cuts costs . . ."

"We never would have made it through that cold spell without it," Jerry agreed.

"In that kind of weather," I observed, "you need the faster hardening that Calcium Chloride provides to cut down your protection period."

"It sure made the concrete easier to handle," Jerry continued. "So we made pretty good time in spite of the cold. We finally got back on schedule, and we were just about to complete the foundation on time. We were waiting for the last transit-mix truck to arrive, and that's when I really got in trouble."

"Didn't the truck show up?" I asked.

"It arrived all right," Jerry said, "but somehow the brakes failed on the thing, and it plowed right into my foundation!"

— L. D. DODSON

**P.S.** — Our folder, "How To Make Better Concrete Products and Ready-Mix," is packed with helpful tips on how to use Wyandotte Calcium Chloride for better concreting. Just drop me a line to get your free copy by return mail. *Wyandotte Chemicals Corporation, Wyandotte, Michigan. Offices in principal cities.*

## Wyandotte



**CHEMICALS**

MICHIGAN ALKALI DIVISION  
HEADQUARTERS FOR CALCIUM CHLORIDE

## Forecast Lower Plant and Equipment Expenditures

A joint report by the Commerce Department and the Securities and Exchange Commission forecasts expenditure for plants and equipment in the first three months this year to be 5 per cent below indicated expenditures for the final quarter in 1957, states the *Wall Street Journal*.

The report quotes \$35.5 billion as the annual rate expenditure for 1958 as based on estimates of the first quarter outlay. This is the first decline in plant and equipment spending in three years.

Estimates for the total 1957 business outlay for this key economic purpose are over \$37 billion, which is 6 per cent higher than the previous high in 1956.

In a recent report the company stated that high inventories may bring about widespread curtailment of production during the first quarter of this year. This is the first time in 10 years that production has been stopped for high-surplus reasons.

## J. Schneider Becomes New Secretary of the PCA



The appointment of J. L. Schneider as secretary of the Portland Cement Association was announced by George E. Warren, chairman of the board of directors, following the Association's annual meeting November 11-13.

Mr. Schneider joined the Association in 1948 as editorial assistant in the advertising and publications bureau, and became successively publications editor, assistant manager and manager. He served as manager of the publications bureau from 1954 until 1957. Mr. Schneider was appointed assistant secretary of the Association in 1952.

## Marquette Slows Cement Production: High Surplus

Heavy inventories of cement and continued light demand motivated Marquette Cement Manufacturing Company to halt production at its Brandon, Miss., and Nashville, Tenn., plants for four days. The lay-off occurred November 28 through December 1.



● Service Rock Co., Riverside, Cal., was kept busy delivering 2,200 cu. yds. concrete for the foundation of blast furnace No. 4 at Kaiser Steel Company's Fontana, Cal., plant.

## Short Course on Concrete At University of Toledo

The Ohio Ready Mixed Concrete Association short course on concrete will be held January 27-29 at the University of Toledo, Ohio.

On Monday, the first day of the course, speakers and demonstrations will be centered around the quality of concrete and its importance to the producer and to the industry. Demonstrations will be given by Professor Saxon of the university and by the Portland Cement Association. In the evening there will be a session on management.

The second day's sessions will be two panel discussions on aggregates and other materials used in concrete, and on batching, dispatching, and delivery operations. The banquet will be held in the evening.

On the 29th there will be talks on equipment and public relations, a summary of the course, and an opportunity to ask questions.

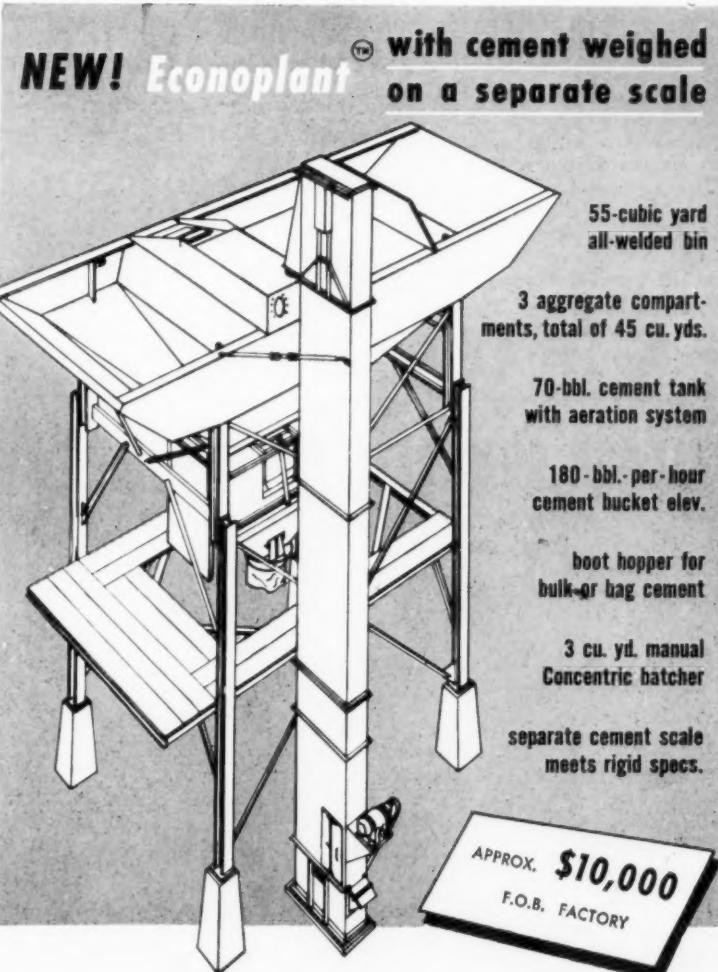
## Illinois Ass'n. Holds Meeting, Elects Officers

Virgil Kleuter of Edwardsville, Illinois, was elected president of the Illinois Precast Concrete Septic Tank Manufacturer's Association at the group's annual meeting in December. The convention was held at the Hotel Abraham Lincoln at Springfield.

Other officers elected to serve with Mr. Kleuter are Sid Burberry of Benton — vice-president; Robert Humphrey of North Aurora — secretary; and Bill Keith of Joliet — treasurer.

## C. M. Brown, Jr., Is New PCA Engineer at Toledo

Claude M. Brown, Jr., was recently appointed structural and concrete products engineer by the Portland Cement Association at northwestern Ohio district headquarters in Toledo. Mr. Brown was formerly associated with the Kentucky Highway Department and with Koppers Company, Pittsburgh, Pennsylvania, as a designer.



**Here is a low-cost opportunity** to get started in the profitable ready-mix field — or modernize or expand existing facilities. At a minimum investment you can now get this new Johnson transit-mix Econoplant, complete with **exclusive Concentric aggregate-cement batcher**. It complies with most rigid concrete specifications because cement is weighed on an individual scale, separate from the aggregates. Centrally-located, sealed hopper discharges cement **within** the aggregates, minimizes dusting and pre-mixes materials.

Econoplant is ideal for clamshell charging — has large aggregate bin openings. Charging height is only 30½ feet. Where desired, it can be arranged with belt conveyor, open-inclined or vertical-enclosed bucket elevator for aggregates, at additional cost — also silo, undertrack screw conveyor for cement. Other optional accessories: bin signals, water batcher, water meter — and weather-proof electric control panel for all plant motors (a package unit requiring only simple field wiring). See Johnson distributor or write now.

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Send us literature on new transit-mix Econoplant

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CONCRETE PLANTS • BINS • HOPPERS • ELEVATORS • SILOS • BUCKETS



## Besser School Schedule for 1958 Is Announced

This year's schedule of the Besser school for block makers and block users has been set up, according to Karl Nensewitz, the school director at Besser Company, Alpena, Michigan. This year all of the scheduled courses will be general courses consisting of lectures, demonstrations, and "do it yourself" practice.

Training in the general course will include electrical and mechanical preventative maintenance on block

machinery; materials and methods in selecting, grading, proportioning, and mixing of aggregates; and proper use of concrete masonry in wall construction. In addition, automatic rack loading and unloading, curing and cubing, and automation of present and new setups will be discussed.

General courses will be offered January 6-11, February 3-8, March 3-8, June 2-7, July 14-19, September 8-13, November 3-8, and December 1-6.

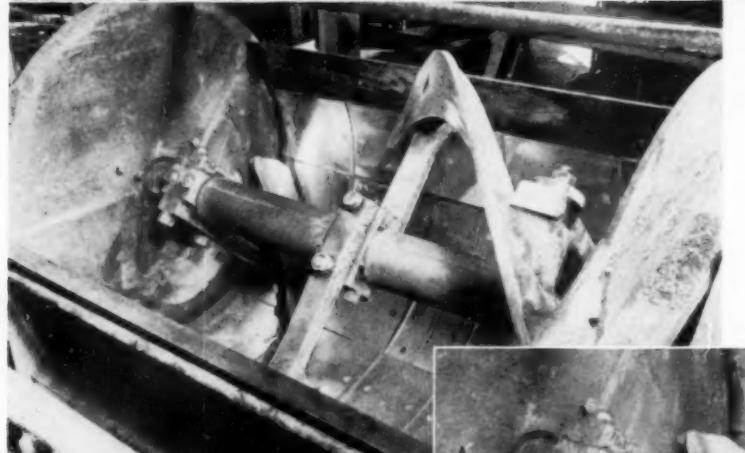
Additional specialized training in

particular phases of the course will be held during the week following each of the scheduled general courses.



● Ready mix truck pours special mix of concrete into the new automatic curbing machine of National Power Sweeping & Curbing Co., Seattle, Washington.

## RELEASE CONCRETE FASTER • EASIER



Stop pounding your mixer and equipment to clean it!

Photo, courtesy of Maramonte & Son Inc.



## USE EDI-COTE NO. 103

This 4 year old mixer has never been touched with a hammer of any kind! Air guns and sledges are not allowed—yet it's as spanking clean as the day it was installed! Edi-Cote #103 has helped keep this mixer in top shape with minimum effort!

New formula Edi-Cote #103 (an improved version of the original and still largest selling release agent) forms a bond-resistant film on exposed surfaces. Concrete can't stick.

Clean up time is more than cut in half—and productive hours increased.

A stiff brush and putty knife is all that is required

to clean—as concrete cannot harden to metal protected with Edi-Cote #103.

Edi-Cote #103 won't stain and discolor first batch as will drain oil—or weaken the concrete as will soluble oils!

One application lasts all day! It pays to use the new Edi-Cote #103!

We guarantee—that if you use Edi-Cote #103 30 days as directed, and you are not satisfied—we will refund your money in full and pay you 6% interest, plus all freight costs!

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427 W. National Avenue, Milwaukee 4, Wisconsin

**ORDER  
EDI-COTE NO. 103  
TODAY •  
PROVE IT TO YOURSELF!**

For more information use postcard facing page 48.

## Publications Available To Producers of Concrete

District offices of the Portland Cement Association are distributing the report, "Effect of Variations in Curing and Drying on the Physical Properties of Concrete Masonry Units," by William H. Kuennen and C. C. Carlson, research and development laboratories, Portland Cement Association. The 129-page bulletin contains the results of research on the curing of block with moisture steam at atmospheric pressure.

A second publication, entitled "Control Joints Regulate Effects of Volume Change in Concrete Masonry," by G. Mansfield, C. A. Sirrine, and Benjamin Wilk, appeared in the Journal of the American Concrete Institute, July 1957 issue. It describes the application of control joints for preventing cracking in concrete masonry. Reprints are obtainable from the institute, at P. O. Box 4754, Redford Station, Detroit 19, Michigan, for \$50 per copy.

One copy each of both publications is being distributed by the National Concrete Masonry Association free to its members on request.

# Columbia BLOCK SPLITTERS



Widen your sales horizons  
with Split Block!

Split block, with its tremendous variety of textures, colors, sizes and shapes, opens new avenues for increased profits through expanded sales in residential and commercial construction. A Columbia fully-automatic block splitter will vastly expand your sales potential through the number and types of units you can offer your customers throughout the construction field.

The new Columbia fully-automatic block splitter is designed for continuous output at high speed. With an extra-long takeaway table, it will produce split block as fast as the operator can load the receiver. It handles either lightweight or regular concrete block up to 8 inches in height and 24 inches in length.

There is a Columbia representative in your area . . . for information on a low-cost, sales-building, profit-making Columbia block splitter, write, wire or phone.



## Columbia MACHINE

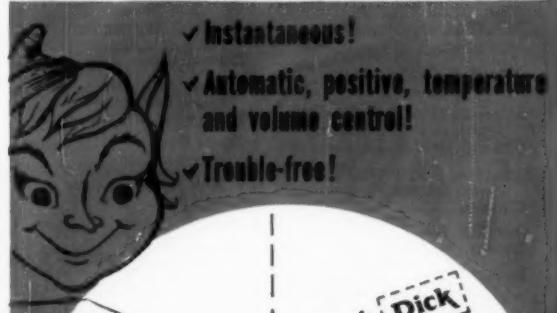
Home Office: 107 S. Grand, VANCOUVER, WASHINGTON  
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MANUFACTURERS AND WORLD WIDE DISTRIBUTORS OF A COMPLETE LINE  
OF PLANT EQUIPMENT FOR PRODUCTION OF CONCRETE PRODUCTS

USING HOT WATER?  
*nothing can  
compare with*  
**PICK**

## HOT WATER HEATERS

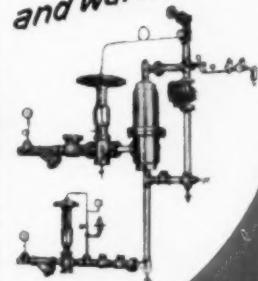
- ✓ Instantaneous!
- ✓ Automatic, positive, temperature and volume control!
- ✓ Trouble-free!



no tanks  
no floor space



Just **PICK**  
in your steam  
and water line!



Keep pouring concrete  
in all cold weather

... like these folks in Illinois —  
who said, just recently\*:

"Generally, we use 120° water . . . we have drawn water at 190° with a PICK Hot Water Heater . . . we can produce 100 yards per hour without trouble . . . any new plant that we would build would have a PICK heater in it, unless something entirely new would come along."

\*Since this was written, its author has converted to PICK in another plant to operate.

Write for free info. Write PICK MFG. CO., West Park, Wisc.

# BIENNIAL SHOW



42nd ANNUAL CONVENTION



28th ANNUAL CONVENTION

Chicago • February 10-13, 1958

Your chance to see and learn the latest from these 141 leading exhibitors:

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American Brake Shoe Co.  
Chicago Heights, Ill.  
American Steel & Wire Co.  
United States Steel Corp.  
Cleveland, Ohio  
Autolene Lubricants Co.  
Denver, Colo.  
Baldwin-Lima-Hamilton Corp.  
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Chicago Fly Ash Co.  
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Clark Equipment Co.  
Construction Machinery  
Div.  
Benton Harbor, Mich.  
Cleaver-Brooks Co.  
Milwaukee, Wis.  
Concrete Construction  
Magazine  
Chicago, Ill.  
Concrete Controls Corp.  
Wheaton, Ill.

Concrete Publishing Corp.  
Chicago, Ill.  
Concrete Transport Mixer Co.  
St. Louis, Mo.  
Construction Machinery Co.  
Waterloo, Iowa  
Continental Motors Corp.  
Muskegon, Mich.  
Contractors & Engineers  
New York, N. Y.  
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Los Angeles, Calif.  
Crane Carrier Corp.  
Tulsa, Okla.  
Cross Engineering Co.  
Carnegie, Pa.  
Cummins Engine Co., Inc.  
Columbus, Ind.  
Frank D. Davis Co.  
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Dodge Division—Chrysler  
Corp.  
Detroit, Mich.  
Dodge Manufacturing Co.  
Mishawaka, Ind.  
Eagle Iron Works  
Des Moines, Iowa  
Edick Laboratories, Inc.  
Milwaukee, Wis.  
Engineered Equipment, Inc.  
Waterloo, Iowa  
Erie Strayer Co.  
Erie, Pa.  
Euclid Division  
General Motors Corp.  
Cleveland, Ohio  
Fairfield Engineering Co.  
Marion, Ohio  
Fleet Sales Department  
Ford Division of Ford Motor  
Co.  
Dearborn, Mich.  
Flexible Steel Lacing Co.  
Chicago, Ill.  
Food Machinery & Chemical  
Corp.  
Florida Division  
Lakeland, Fla.



Show Days:  
Monday, Tuesday,  
Wednesday  
Thursday morning

Convention Days:  
Wednesday, Thursday,  
Friday

Note: 2 full show  
days free from  
convention meetings

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Tractor & Implement Div.  
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The Four Wheel Drive Auto Co.  
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Schenectady, N. Y.  
George Haiss Manufacturing  
Co., Inc., Div. of Pettibone  
Mulliken Corp.  
New York, N. Y.  
Gimson Screen Co.  
Malinta, Ohio  
GMC Truck & Coach Div.  
General Motors Corp.  
Pontiac, Mich.  
Gruendler Crusher &  
Pulverizer Co.  
St. Louis, Mo.  
Hardy Scales Co.  
Maywood, Calif.  
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New York, N. Y.  
The Heltzel Steel Form &  
Iron Co., Warren, Ohio  
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Hercules Galion Products, Inc.  
Galion, Ohio  
Hercules Motors Corp.  
Canton, Ohio  
Hewitt-Robins Inc.  
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Cedar Rapids, Iowa  
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Cincinnati, Ohio  
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St. Louis, Mo.  
McLanahan & Stone Corp.  
Hollidaysburg, Pa.  
Mack Trucks, Inc.  
Somerville, N. J.  
Manganese Steel Forge Co.  
Philadelphia, Pa.  
Manitowoc Engineering Corp.  
Manitowoc, Wis.  
E. F. Marsh Engineering Co.  
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The Master Builders Co.  
Cleveland, Ohio  
W. R. Meadows, Inc.  
Elgin, Ill.  
Meckum Engineering, Inc.  
Ottawa, Ill.  
Monarch Road Machinery Co.  
Grand Rapids, Mich.  
Morris Machine Works  
Baldwinsville, N. Y.  
Motorola Communications &  
Electronics Inc.  
Chicago, Ill.  
Murphy Diesel Co.  
Milwaukee, Wis.  
Nagle Pumps, Inc.  
Chicago Heights, Ill.  
National Conveyor &  
Supply Co.  
Chicago, Ill.  
Noble Company  
Oakland, Calif.  
Nordberg Manufacturing Co.  
Milwaukee, Wis.  
Northwest Engineering Co.  
Chicago, Ill.  
Oshkosh Motor Truck, Inc.  
Oshkosh, Wis.  
The Owen Bucket Co.  
Cleveland, Ohio  
Pettibone Mulliken Corp.  
Chicago, Ill.  
Pick Manufacturing Co.  
West Bend, Wis.  
Pioneer Engineering Works,  
Inc.  
Minneapolis, Minn.

Pit and Quarry  
Chicago, Ill.  
Productive Equipment Corp.  
Chicago, Ill.  
Radio Corporation of  
America  
Camden, N. J.  
Reo Motors, Inc.  
Lansing, Mich.  
Richmond Screw Anchor Co.,  
Inc.  
Brooklyn, N. Y.  
Riverside Manufacturing Co.  
Moultrie, Ga.  
Rock Products  
Chicago, Ill.  
Rockwell Spring & Axle Co.  
Timken Detroit Axle Div.  
Detroit, Mich.  
Sarasota Engineering Co., Inc.  
Sarasota, Fla.  
Sauerman Bros., Inc.  
Bellwood, Ill.  
Screen Equipment Co., Inc.  
Buffalo, N. Y.  
Servicised Products Corp.  
Chicago, Ill.  
Sherman Products Inc.  
Royal Oaks, Mich.  
Sika Chemical Corp.  
Passaic, N. J.  
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Durand, Mich.  
SKF Industries, Inc.  
Philadelphia, Pa.  
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Permaglas Div.  
Kankakee, Ill.  
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Milwaukee, Wis.  
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Milwaukee, Wis.  
Soiltest, Inc.  
Chicago, Ill.  
The Solvay Process Div.  
Allied Chemical & Dye Corp.  
New York, N. Y.  
Southwestern Engineering Co.  
Los Angeles, Calif.  
Stedman Foundry & Machine  
Co., Inc.  
Aurora, Ind.

Stephens-Adamson Mfg. Co.  
Los Angeles, Calif.  
Symons Clamp &  
Manufacturing Co.  
Chicago, Ill.  
Syntron Company  
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Taylor-Wharton Iron &  
Steel Co.  
High Bridge, N. J.  
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Co.  
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Cleveland, Ohio  
Whiteman Manufacturing Co.  
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Willard Concrete Machinery  
Co., Ltd.  
Lynwood, Calif.  
Charles E. Wood Co.  
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All registrations in lower  
lobby of the Conrad Hilton,  
starting Friday, February 7.  
Registration and Show ad-  
mission free to producers  
and users of sand, gravel  
and ready mixed concrete.

Fast, Free  
Bus Service

**DON'T  
MISS  
IT!**



## Cement Production

Production of finished portland cement in September 1957, as reported to the Bureau of Mines, U. S. Department of the Interior, totaled 30,884,000 barrels, an increase of 3 per cent over September 1956. This report is based on the figures of 163 plants in 37 states and Puerto Rico. The production in September 1956 was 28,643,000 barrels.

Mill shipments of finished portland cement for September this year totaled 30,511,000 barrels, an increase of 2 per cent over the 29,935,-

000 barrels in September last year. On September 30, 1957, mill stocks of 20,195,000 barrels were on hand. This is an increase of 30 per cent compared to the 15,532,000 barrels on hand September 30 a year ago.

board of directors during its annual meeting in Chicago.

The four are Eugene D. Hill, president of Louisville Cement Company, Louisville, Kentucky; C. T. Fuller, vice-president of Allentown Portland Cement Company, Allentown, Pennsylvania; B. B. Pelly, vice-president of Olympic Portland Cement Company, Limited, Seattle, Washington; and L. T. Welshans, general manager of the Cement and Coke Division, Standard Portland Cement Division, Diamond Alkali Company, Cleveland, Ohio.

George E. Warren, president of Southwestern Portland Cement Company, Los Angeles, California, will complete his two-year term as chairman of the board of directors.

## Portland Cement Assoc. Elects New Board Members

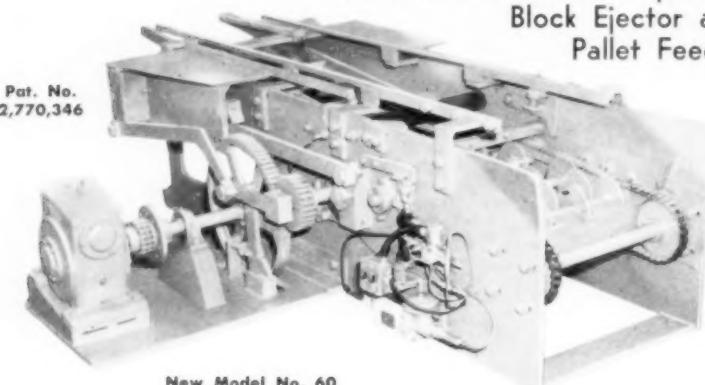
The Portland Cement Association elected four new members to its

## Faster-smoother TAKE-OFF ...sets record for output of MORE PERFECT BLOCKS



... with OSWALT improved  
Block Ejector and  
Pallet Feeder

Pat. No.  
2,770,346



New Model No. 60

This redesigned Oswalt No. 60 Shock-Free Ejector takes the block out in less time and in more perfect condition than ever achieved before.

It utilizes harmonic crank action to insure rapid movement and gentle delivery. The result is greatly increased production that shows up on your profit sheet.

The pallet handling is faster also, due to the trunnion equipped magazine for easy and free movement of the pallets. The pallet oiler and the pallet cleaning blade are exclusive features in this machine.

**Our experience will help you to develop your block plant to maximum production efficiency. We welcome your inquiries.**



A. G. Streblow

## Building Industry Honors Basalt Rock President

A. G. Streblow, president of the Basalt Rock Co., Napa, California, was honored recently by the Building Industry Conference Board. Mr. Streblow was presented with the achievement award of 1957 at the group's annual awards dinner at the St. Francis Hotel in San Francisco, California.

John Lyon Reid, a San Francisco architect who made the award, stated that Mr. Streblow had been chosen for the honor because of his "ingenuity and creative ability" and his pioneering efforts in producing prestressed masonry block panels and precast, prestressed lightweight concrete structural members.

## We Suggest They Send Masonry Saws in the Cake

Relatives of men imprisoned at police headquarters in Coventry, England, will be receiving strange requests for breaking out equipment. Iron bars in the cells have been replaced with strengthened glass bricks framed in concrete.

**OSWALT ENGINEERING SERVICE CORP.**

1335 Circle Ave., Forest Park, Ill.

Phones: ESTebrook 8-4664 (Chicago)

• Forest 6-2798 (Suburban)

## PLANT NOTES

BROWARD SEPTIC TANK AND BLOCK COMPANY, Hollywood, Florida, recently opened a ready-mix plant on a 16-acre site in Hollywood. Future plans include moving the block plant to the new location. The company will supply ready-mix concrete, block, and aggregate throughout Broward County.

ARIZONA SAND AND ROCK COMPANY opened a ready mix plant at Tempe, Arizona, recently. The plant produces four yards of concrete in 40 seconds.

DAY AND CAMPBELL, LIMITED, Hamilton, Ontario, recently expanded their operation to include ready-mix concrete. The company also manufactures concrete block and precast concrete products. Future expansion will be addition to its line of masonry and concrete supplies in the building and construction field.

NEWPORT CONCRETE COMPANY, Newport, Kentucky, is constructing a ready-mix concrete plant in Boone County. Upon completion, the \$100,000 plant will produce about 600 yards of concrete per day. A temporary plant has been installed to produce concrete needed to build the permanent installation.

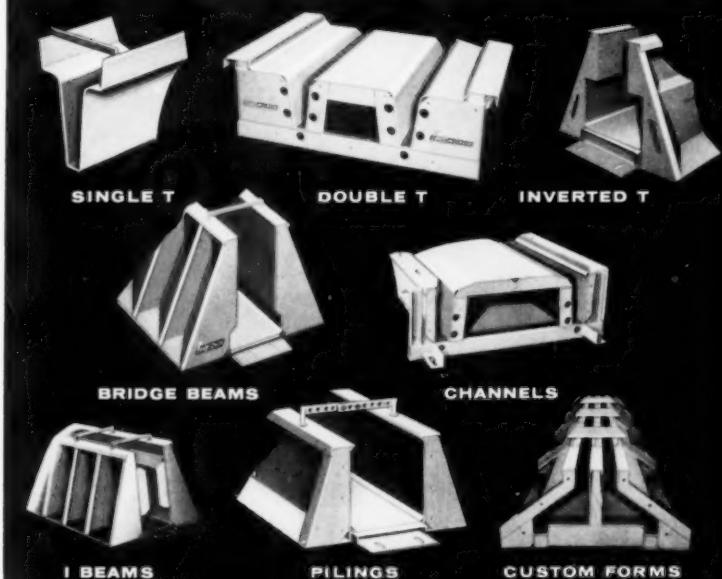
AMERICAN MARIETTA COMPANY, Chicago, Illinois, purchased Niagara Concrete Pipe, Limited, of St. Catharines, Ontario, Canada. The Niagara concrete plant is located in the St. Lawrence Seaway development area. American-Marietta plans to build another plant at Toronto.

STANDARD PRESTRESSED STRUCTURES LIMITED, recently purchased 18 acres at Maple, Ontario, Canada, for the construction of a prestressed concrete manufacturing plant. The company is installing a 500-foot multiple-lane pretensioning bench in the new plant.

CONCRETE BLOCK AND PRODUCTS COMPANY, Detroit, Michigan, has purchased the assets of Concrete Mix Trucking Company of Taylor Township, Michigan. The acquisition will increase Concrete Block's fleet of ready-mix trucks to more than 50.



OFFERS THE MOST COMPLETE LINE  
of CASTING FORMS EVER PRODUCED!



THE FORM-CRETE line of more than 22 basic forms represents the most versatile group of steel forms ever produced for casting prestressed and precast concrete products. Each form has been carefully designed to insure a uniform, smooth edge product. Die-formed product release angles permit easy trouble-free stripping of product. Heavy-gauge steel construction means indefinite form life. What's more, many Form-Crete forms can be quickly adapted to produce a variety of varied finished products. And where special needs call for a custom form, FMC has the know-how and facilities to turn it out quickly and efficiently. That is why we say, call on Form-Crete, rely on Form-Crete for the finest in steel forms delivered on time, when and where you want them.

**SEND FOR NEW CATALOG.** Just off the press, this new Catalog illustrates all of the many Form-Crete forms now available including the new PCI and AASHO approved Bridge Beams.



**FOOD MACHINERY AND CHEMICAL CORPORATION**  
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Please send me a copy of your new Catalog No. 300.

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

CITY \_\_\_\_\_ ZONE \_\_\_\_\_ STATE \_\_\_\_\_



## Rocket Truck Mixers are built to help YOU make money!

Rugged and serviceable, the Rocket gives you over the years savings in lower operating and maintenance costs. And compared to other high quality mixers, it costs less initially. Look at all these features included in the Rocket's one low cost.

**Fast charging**...open-end loading permits quick charging, without spillage, through a large, unobstructed hopper.

**Fast, thorough mixing action**...unique blade design produces a folding and mixing action that results in concrete of uniform quality. A thorough, fast mix and fast discharge is assured.

**Hydraulically controlled chute**...saves time and energy. Operation controls are grouped at rear of mixer for positive discharge control, accurate chute placement. And your drivers will like the light-weight, 48" aluminum extension chute.

**Low maintenance**...3/16" abrasion resisting steel drum with

double-flanged head gives added years of operation with hard use.

**Light weight**...as light or lighter than any comparable model, but with no sacrifice of quality. You can haul a maximum amount of concrete without exceeding the legal limits.

**The Rocket's one low price also includes**...a mechanical revolution counter and RPM indicator to handle specification work...positive chain drive that transmits flexible power, not affected by truck twist or road shock...a Chrysler engine with fluid coupling...and many more features you would normally pay extra to get.

Models available in NRMCA approved capacities of 3½, 4, 5, 5½, 6 and 7 cubic yards. Front engine PTO optional.

For a high quality mixer that costs less to own...less to operate...see your Rocket distributor or write:

### CONCRETE TRANSPORT

### MIXER COMPANY

4983 Fyler Ave., St. Louis 9, Mo.

Flanders 2-7800



### CEMENT BRIEFS

A \$9,000,000 CEMENT PLANT is in operation at Mungyong, Korea, which is expected to produce 200,000 metric tons of cement a year. This amount plus the output of the Samchok cement plant on the east coast of Korea will meet the country's major domestic demands for cement.

MISSISSIPPI VALLEY PORTLAND CEMENT COMPANY is going up near Vicksburg, Mississippi. The plant will occupy 30 acres adjacent to the Yazoo River and will have about 1,320 acres of cement quarry. The new plant is expected to be in production by early 1958. Rated capacity will be about 2,000 barrels of cement per day, or 680,000 barrels annually.

LONE STAR CEMENT CORPORATION recently opened a new portland cement plant at Lake Charles, Louisiana. The plant produces 28,000 sacks of cement a day, and has an annual capacity of 2,000,000 barrels of cement.

ARKANSAS CEMENT CORPORATION is constructing a \$12 to \$15 million plant at Foreman, Arkansas. Initial production of cement is expected by October 1, 1958. The plant is designed to produce 1,400,000 barrels of cement per year.

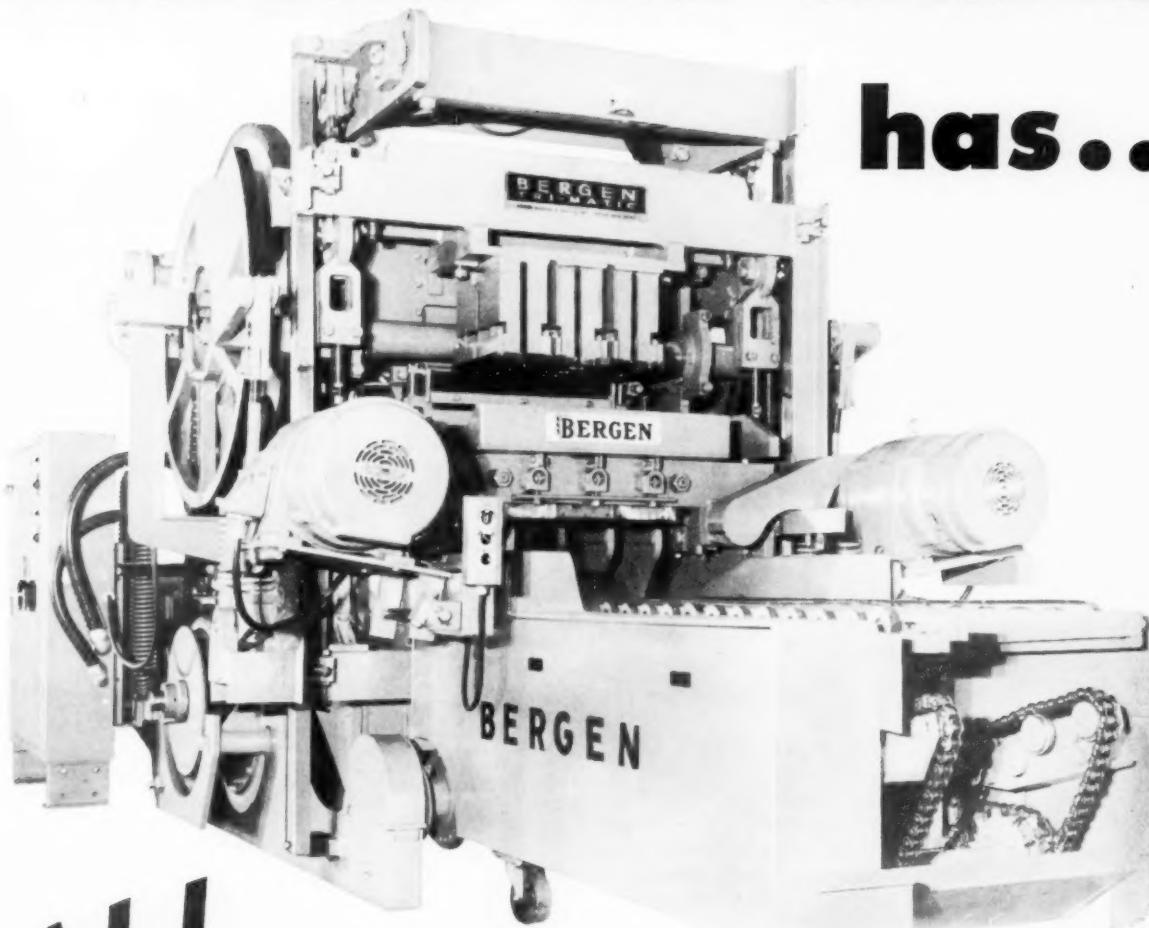
UNIVERSAL ATLAS CEMENT COMPANY, Leeds, Alabama, is installing a finish grinding mill and supporting facilities for the production of regular and air-entraining types of cement. The new installation is expected to add 500,000 barrels of cement a year to the plant's capacity.

DUNDEE CEMENT COMPANY's plant will be constructed near Dundee, Michigan. It will be an associate of St. Lawrence Cement Company of Clarkston, Ontario. This is the first U. S. plant to be constructed by the Canadian firm, which has 27 cement plants in the British commonwealth.

ARIZONA PORTLAND CEMENT COMPANY, Rillito, Arizona, is planning to construct a \$12 million cement plant at Ash Fork, Arizona, this year. Present plans are for a two-kiln plant to be in operation by spring, 1959. The plant will have an annual production capacity of 2,000,000 bbls.

# BERGEN TRI-MATIC

has..



ALL

## these features!

- **HIGH PRODUCTION**

6 mold cycles per minute  
10,000-8" equivalent units per day  
Unsurpassed, consistent  
performance

- **PROVEN DEPENDABILITY**

Heavy Duty Construction  
Throughout  
Fool Proof Cam-and-Roller  
Operation  
Long, Trouble-Free, Economical  
Service

- **ZEROMATIC HEIGHT &  
DENSITY CONTROL**

Uniform density, texture and size  
through positive and automatic  
control of aggregate feed and vi-  
bration time

- **FRONT PALLET FEEDER**

Exclusive Harmonic Drive attains  
Shock-Free, high speed operation

- **HIGH-SPEED HOIST**

Special design features for high  
production operation. Smooth-  
operating . . . minimizes operator  
fatigue

*These features are incorporated  
in the BERGEN TRI-MATIC,  
but can be applied to your exist-  
ing equipment. Write to Bergen  
and discuss your block plant  
plans with Bergen engineers.*



**BERGEN MACHINE & TOOL CO., INC., NUTLEY, N. J.**

# WORTH YOUR ATTENTION...the New Truck Engine Drive by Westinghouse



## Uses Enclosed Gears Throughout—No Belts to Adjust, Break or Wear Out!

If you like the idea of driving mixer drums with truck engine power you will "go for" this latest, most advanced drive. Using spiral-cut bevel gears and anti-friction bearings throughout it will last for years with little more attention than occasional lubrication. No adjustments to make or watch—no belts to break with a load of concrete aboard. Readily adaptable to most trucks—priced no higher than most belt-driven takeoffs!

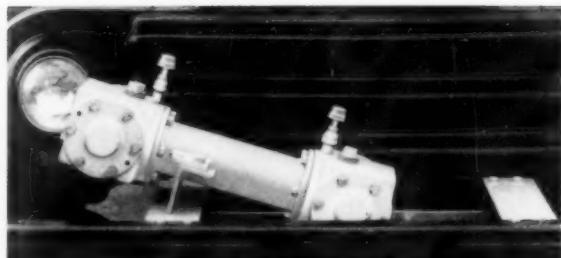
Whether you buy your Westinghouse mixers with this new drive or with separate engine drive you will get top over-all performance because:

**Westinghouse Charges Fast**—due to large (32" x 34") hopper with cone that shoots material directly to mixing section of drum.

**Westinghouse Mixes Fast and Thoroughly**—due to double-action mixing blades. You get customer-satisfying concrete in jig time.

**Westinghouse Discharges As Desired**—wide range of drum speeds permits discharging as slowly or as fast as you want including low slump concrete.

And—in Westinghouse you get an exclusive, patented enclosed-gear drum drive with several money-saving advantages. . . . Call your local Westinghouse mixer distributor now or write for catalog to



Above, at front of truck, is shown the enclosed bevel-gear offset drive which transmits power from engine to propeller shaft at side of truck frame. . . . A positive, dependable drive with no belts to break or wear out. Mechanical clutch available as option.

---

Westinghouse Mixers are available in 5, 5½, 6 and 7 yd. sizes built to TMMB standards. Water systems and many options are available to suit your needs.



WESTINGHOUSE TRANSIT MIXER DIVISION

LeTourneau-Westinghouse Co.

INDIANAPOLIS, INDIANA

Member Truck Mixer Manufacturers Bureau

## Parable of the Prices

And it came to pass in the year of our Lord, nineteen hundred and fifty seven, that there was plenty in the land.

Yet with all this plenty, there were some who were sorely troubled.

And a soothsayer came among them, and they cried out unto him their woes:

We payeth more in wages to our labourers.

We payeth more for materials to our suppliers.

Our profit shrinketh.

Competition in the marketplace is keen, and we fear to raise our prices so as to recover our costs.

And now there cometh from Washington a politician, and he panteth after political hay as the hart panteth after the water brooks. And he uttereth loud noises against price increases.

Verily, what are we to do?

And the soothsayer spake unto them, and he talketh turkey:

Ye are beset by fears. I say unto you, fear not.

The need and the want for thy goods are great. Ye can sell plenty. Thy profits shalt not perish. For without earnings thou canst not provide the goods thy neighbors need. Thou canst not bring new products into the marketplace. Thou canst not grow and flourish.

Now I say unto you, first make thy costs competitive. Thy knowledge and thy skill, thy tools and thine inventiveness, they will help you.

And then I say unto you, when ye goeth into the marketplace, sell not first with price. Sell first with quality and service and engineering. Thy competitor, let him worry about prices.

For it is written in the book that few buyers are lost because of prices. It is written also that lack of diligence among vendors and unadjusted grievances do cause the loss of customers far more than doth price. And this is true ten times over.

It is written that the seller shall set the price for his goods. And this is an old law and a good law.

So I say unto you, go ye forth and set prices that will return ye a profit that is fair but not exorbitant. And go forth and worketh to beat hell. And ye shall rejoice in your plenty, and thy neighbors shall rejoice with you.

Editor's note: Walter J. Campbell's "Parable of the Prices" deserves wide circulation. So, with permission, Mr. Campbell, editor of Steel, serves as guest editor of CONCRETE this month.

## THE EDITOR'S PAGE

DOUGLAS LEE

# Chicago, Host to NRMCA

• **28th annual Ready Mixed Convention slated for the week of February 10-14**

• **Two locations, Conrad Hilton and Coliseum, to house the 141 exhibits at Biennial Show**

In essence, all Chicago will play host to the ready mixed and sand and gravel producers who will be attending the conventions and combined biennial show, held this year in the Chicago Coliseum and Conrad Hilton Hotel, Feb. 10-14.

This year will mark the 28th annual convention of the National Ready Mixed Concrete Association and the 42nd annual convention of the National Sand and Gravel Association.

The week-long gathering will be divided pretty much half and half between days that are kept entirely devoid of meetings so that producers can make the rounds of exhibitors and days that have meetings scheduled for both morning and afternoon. The overlap comes in mid week.

Monday through Thursday, February 10-13, are show days. Manufacturers, and other suppliers service the two industries, will have their displays open from 9 a.m. to 5 p.m., excepting the last day when the show closes at 1 p.m. Free bus service will be available to shuttle producers between the two exhibit locations, the Conrad Hilton and the Coliseum.

Wednesday, Thursday, and Friday are meeting days.

Dr. Joseph Kaplan, chairman, United States National Committee for the International Geophysical Year, has been announced as the speaker at the joint luncheon of the two associations, Wednesday, February 12, in the grand ballroom at the Conrad Hilton. The title of Dr. Kaplan's talk is "Man Looks at a Small Planet." What with the sudden, awakening interest in space and the coming probability of space travel, Dr. Kaplan's talk should be one of extreme interest.

The committee of which Dr. Kaplan is chairman was established by the National Academy of Sciences and is responsible for the United States' program of geophysical re-

search which is being conducted this year and next in co-operation with 55 other nations.



Dr. Joseph Kaplan

Some of the other highlights, picked from the tentative NRMCA program, include: the president's address, election of officers, and presentation of safety trophies on Wednesday morning. Also on Wednesday morning, a talk on concrete strength as affected by cement, given by Stanton Walker.

Thursday morning there will be an open forum on plant operating problems with emphasis on dust control, trucks, waste water, and heating aggregates. Friday's session will include discussions on labor problems and wages. Closing Friday's session will be Vincent Ahearn's talk on "The McClellan Investigation."

While the program for the ladies had not been announced at the time of this writing, there, very probably, will be a bit of diversion set up for the fairer sex. And, too, there's Chicago's famous State St. and north Michigan Ave.

A program (still somewhat tentative) of the NRMCA convention follows so that those planning to attend can check off the sessions of interest:

## Wednesday's Program

MORNING SESSION, 9:30 A.M.

Address of the President

John W. Roberts

Southern Materials Co., Inc.

"Selling More Ready Mixed Concrete Through Sales Promotion"

George N. Paris

Portland Cement Association

Chicago, Ill.

"Community Good Will is Essential to Survival of Ready Mixed Concrete Industry"

Ralph Anderson, Chairman

Committee on Public Relations

Anderson Concrete Corp.

Columbus, Ohio

The Uniformity of Concrete Strength as Affected by Cement

Stanton Walker

Director of Engineering

Election of Officers

Presentation of Safety Trophies

JOINT LUNCHEON, 12:30 P.M.

"Man Looks at a Small Planet"

Dr. Joseph Kaplan, chairman

U.S. National Committee for the International Geophysical Year

AFTERNOON SESSION, 2:30 P.M.

"How the NRMCA-NSGA Group Insurance Plan Works"

Kenneth E. Tobin, Jr.

Associate Executive Secretary

"The New Major Medical Benefits Provided for in the Group Insurance Plan"

Jermain B. Porter

John Hancock Mutual Life Insurance Co., Boston, Mass.

"The New NSGA-NRMCA Retirement Program for Officers and Employees of Active and Associate Member Companies"

Donald Shepard

Plan Consultant

Quincy, Mass.

## Thursday's Program

MORNING SESSION, 9:30 A.M.

"Recent Tax Developments Affecting Sand and Gravel and Ready Mixed Concrete Producers"

John T. Sapienza

Counsel for Associations

Washington, D. C.

Problems of Industry Management—Informal discussion of the problems that confront management in the sand and gravel and ready mixed concrete industries, including depre-

# Low temperatures bring out the best in COLUMBIA CALCIUM CHLORIDE

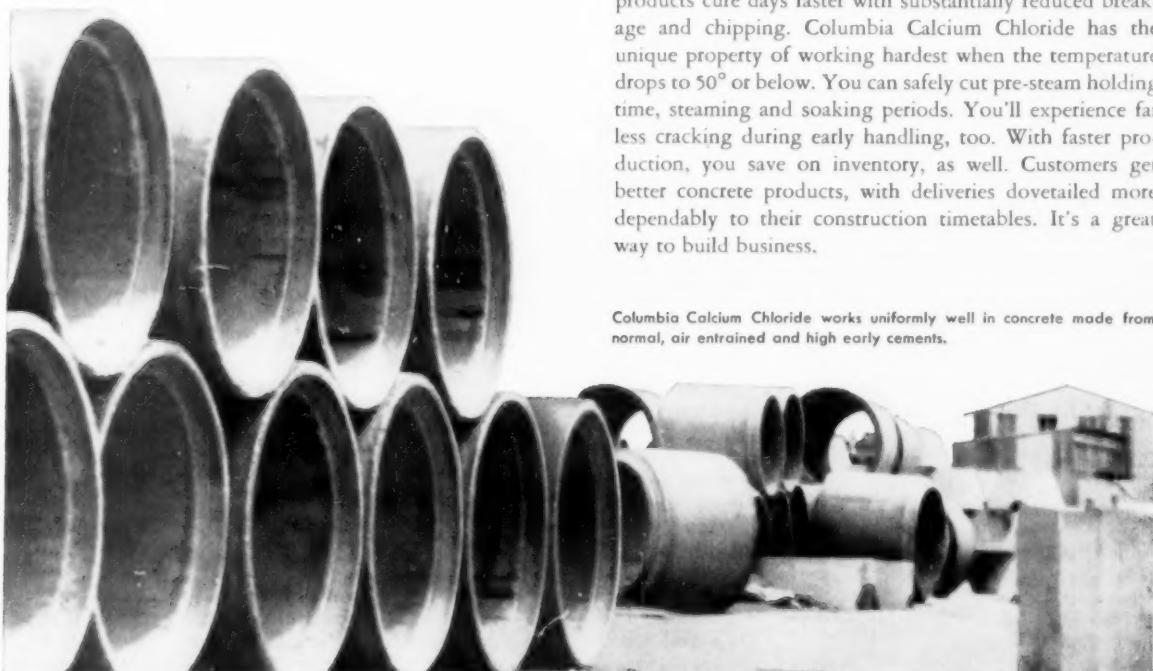
## This means ready mix now sets faster

Finishers move in and off ahead of schedule, saving costly overtime. That's because Columbia Calcium Chloride used in ready mix produces both initial and final sets a full *three times faster!* And does it while exceeding the most rigid strength specs. Your customers pull forms days earlier, move on to the next job. Giving them the built-in protection of this chemical that just warms up to cold winter weather is pretty good insurance that their ready mix orders will keep coming to you. And Columbia Calcium Chloride provides no handling problem for you at all . . . adds equally well at your plant or customers' job sites.



Faster early strength (50% greater at 72 hours) lets most skilled trades get to work without delay and resulting overtime.

## And concrete products set faster, too



Units move faster and store better when Columbia Calcium Chloride is part of the mix. Pre-cast block, panel, or pipe products cure days faster with substantially reduced breakage and chipping. Columbia Calcium Chloride has the unique property of working hardest when the temperature drops to 50° or below. You can safely cut pre-steam holding time, steaming and soaking periods. You'll experience far less cracking during early handling, too. With faster production, you save on inventory, as well. Customers get better concrete products, with deliveries dovetailed more dependably to their construction timetables. It's a great way to build business.

Columbia Calcium Chloride works uniformly well in concrete made from normal, air entrained and high early cements.

**WRITE TODAY FOR MORE INFORMATION... PLEASE SAY WHETHER INTERESTED IN READY MIX OR CONCRETE PRODUCTS**

**COLUMBIA-SOUTHERN  
CHEMICAL CORPORATION**  
SUBSIDIARY OF PITTSBURGH PLATE GLASS COMPANY  
ONE GATEWAY CENTER • PITTSBURGH 22 • PENNSYLVANIA



DISTRICT OFFICES: Cincinnati • Charlotte • Chicago  
Cleveland • Boston • New York • St. Louis • Minneapolis  
New Orleans • Dallas • Houston • Pittsburgh • Philadelphia  
San Francisco

IN CANADA: Standard Chemical Limited and its Commercial Chemicals Division

ciation schedules and establishment of salvage values; Treasury regulations on expense account allowances; percentage depletion deductions; the 3 per cent tax on the transportation of property for hire; cost determination and cost management; the problem of adequate insurance protection against actual and potential liabilities of the company; and other problems that arise in financial management. (Audience participation)

Mr. Sapienza

Eugene J. Halter  
J. K. Davidson & Bro.  
Pittsburg, Pa.

Henry H. Kerwin  
Eastern Rock Products, Inc.  
Utica, N. Y.

John W. Murphy  
Union Sand and Gravel Co.  
Spokane, Wash.

J.H. Reid  
Consolidated Sand and Gravel, Ltd.  
Toronto, Ontario, Canada

#### ENGINEERING SESSION

Open forum on some plant operating problems: (a) dust control, (b) cleaning trucks, (c) disposal of solids from waste water, (d) heating aggregates, (e) hand inspected cement.

The use of ready mixed concrete in concrete pavement construction

A Review of Information on Concrete Admixtures

Delmar Bloem

#### AFTERNOON SESSION, 2 P.M.

"Mobile Radio Problems: Crowded Frequencies, Eligibility Restrictions and Proposed Solutions"

Ernest W. Jennes  
Counsel for Associations  
Washington, D.C.

"The Interstate Highway Program Moves Ahead"

Frank H. Turner  
Deputy Commissioner and Chief Engineer  
U.S. Bureau of Public Roads

Panel Discussion: "How Much Business Will There Be for the Sand and Gravel and Ready Mixed Concrete Industries in 1958? What Happened in 1957 and Why?"

C. C. Cooley  
Cooley Gravel Company  
Denver, Colo.  
Norman J. Fredericks  
Koenig Coal & Supply Co.  
Detroit, Mich.  
Richard K. Humphries  
Pacific Cement & Aggregates, Inc.  
San Francisco, Calif.

Herbert G. Jahnke  
Jahnke Service, Inc.  
New Orleans, La.  
E. J. Nunan  
Buffalo Slag Co., Inc.  
Buffalo, N. Y.  
J.L. Shiely, Jr.  
J.L. Shiely Company  
St. Paul, Minn.

#### Friday's Program

##### MORNING SESSION, 9:30 A.M.

"Recent Labor Board and Court Developments in Group Bargaining by Employers; Illegal Picketing and Secondary Boycotts"

Charles A. Horsky  
Counsel for Associations  
Washington, D.C.

"Economic Factors Involved in Anniversary Wage Increases or Appli-

cation of the Cost-of-Living Index"  
Ewan Clague  
Commissioner of Labor Statistics  
Washington, D.C.  
"The McClellan Investigation"  
Vincent P. Ahearn  
Executive Secretary

#### ENGINEERING SESSION

A review of Some Specific Problems Affecting Sand and Gravel and Ready Mixed Concrete

Stanton Walker

Laboratory Studies in the Evaluation of Aggregates by Delmar L. Bloem and R. D. Gaynor

Delmar Bloem

Studies of flexural Strength of Concrete by Delmar L. Bloem and R. D. Gaynor

Richard D. Gaynor

## All Exhibit Space Reserved; 63 Suppliers Show at Coliseum

Allis-Chalmers Manufacturing Co., Milwaukee, Wis.

American Hoist & Derrick Co., St. Paul, Minn.

Barber-Greene Co., Aurora, Ill.  
Blaw-Knox Co., Construction Equipment Div., Mattoon, Ill.

L. Burnmeister Div., Chain Belt Co., Milwaukee, Wis.

Butler Bin Co., Waukesha, Wis.  
Caterpillar Tractor Co., Peoria, Ill.

Chain Belt Co., Milwaukee, Wis.  
Clark Equipment Co., Construction Machinery Div., Benton Harbor, Mich.

Columbia-Southern Chemical Corp., Pittsburgh, Pa.

Concrete Transport Mixer Co., St. Louis, Mo.

Construction Machinery Co., Waterloo, Iowa.

Continental Motors Corp., Muskegon, Mich.

Cook Bros. Equipment Co., Los Angeles, Calif.

Crane Carrier Corp., Tulsa, Okla.

Cummins Engine Co., Inc., Columbus, Ind.

Diamond Iron Works, Div. Goodman Mfg. Co., Chicago, Ill.

Dodge Division — Chrysler Corp., Detroit, Mich.

Eagle Iron Works, Des Moines, Iowa

Erie Strayer Co., Erie, Pa.  
Euclid Division, General Motors Corp., Cleveland, Ohio

Fleet Sales Department, Ford

Division of Ford Motor Co., Dearborn, Mich.

Flexible Steel Lacing Co., Chicago, Ill.

Ford Motor Co., Tractor & Implement Div., Birmingham, Mich.

The Four Wheel Drive Auto Co., Clintonville, Wis.

GMC Truck & Coach Div., General Motors Corp., Pontiac, Mich.

The Heltzel Steel Form & Iron Co., Warren, Ohio

Hercules Galion Products, Inc., Galion, Ohio

Hercules Motors Corp., Canton, Ohio

International Harvester Co., Chicago, Ill.

The Jaeger Machine Co., Columbus, Ohio

The Jeffrey Manufacturing Co., Columbus, Ohio

The C. S. Johnson Co., Champaign, Ill.

Koehring Division, Koehring Company, Milwaukee, Wis.

Link-Belt Co., Chicago, Ill.

Link-Belt Speeder Corp., Cedar Rapids, Iowa

Littleford Bros., Inc., Cincinnati, Ohio

Mack Trucks, Inc., Somerville, N. J.

Manitowoc Engineering Corp., Manitowoc, Wis.

Meekum Engineering, Inc., Ottawa, Ill.

Monarch Road Machinery Co., Grand Rapids, Mich.



## A REPORT

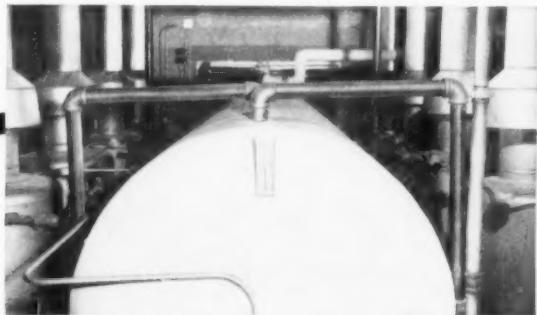
Burkays Provide Enough 160° Hot Water for 90 cubic yards of concrete per hour during peak loading periods at the Grand Rapids Gravel Co.  
Grand Rapids, Michigan

This plant is capable of loading fifteen six-cubic-yard trucks per hour... one every four minutes. Each six cubic yard load of concrete requires about 200 gallons of 160° water. This includes water added at the batcher plant with the mix and water needed for cleanup... a total of 3,000 gal hr.

It was decided that to supply sufficient hot water, at an inlet temperature of 40° and an outlet temperature of 160°, eight Model 718 A. O. Smith Burkay water heaters and an 1800 gallon storage tank would be used. This combination of units and storage tank would supply

3,972 gallons for the first hour and right after the lunch hour. The 972 gallons of surplus hot water remaining in the storage tank after a peak period and the total heater capacity of 2,712 gal hr. would be sufficient to carry the load. Another Model 718 Burkay in a closed system (filled with permanent anti-freeze) is used for radiant heating of the aggregate bins for easier material handling.

This installation was designed by the Radianit Heating and Supply Co., of Grand Rapids.



**Successful Redi-Mix  
operation in  
coldest weather**

# USING PLENTY OF HOT WATER

generated economically  
by reliable

**Burkay**  
GAS-FIRED  
WATER HEATERS

● At approximately one-half the initial cost of a central steam unit and operating daily, by comparison, at a considerable savings, the *Burkay* hot water installation has fully proved itself to the Grand Rapids Gravel Co. The system has been in operation since October, 1956, and is meeting all expectations.

You, too, can operate year 'round... and profitably. Freezing temperatures need not bring your winter Redi-Mix operation to a halt. Not when you can have all the hot water from *Burkay* water heaters that you want, when you want it, and at any temperature you want so that the concrete can set before it freezes. You can supply builders and contractors through the year on schedule.

Rugged *Burkay* gas-fired industrial water heaters are the simple answer to mixing concrete dependably during freezing weather. The entire heater operation is automatic. *Burkays* require minimum care and maintenance. They fit in any out-of-the-way place. Any number of heaters can be connected to get the volume and temperature of water you need. Call your A. O. Smith distributor for full details and application recommendations.

VISIT OUR BOOTH AT THE  
NATIONAL REDI-MIX CONCRETE ASSN.—NATIONAL SAND & GRAVEL ASSN.,  
COMBINED BIENNIAL SHOW  
BOOTH No. 2  
CONRAD HILTON HOTEL—CHICAGO  
FEB. 10-13, 1958

Through research... a better way

**A.O.Smith**  
CORPORATION

PERMAGLAS DIVISION • KANKAKEE, ILLINOIS  
A. O. Smith International S. A. • Milwaukee 1, Wisconsin, U. S. A.



**Burkay Model 718**

*Burkay* industrial water heaters are of "all copper," corrosion-free construction • Highly efficient patented burner • Exclusive heat exchanger for maximum heat transfer and economy • Dependable • Long Life • Compact • Operates on all gases • A.G.A. approved • Bears the A.S.M.E. seal of approval • Completely automatic • Complete range of sizes to fit your needs • Fully guaranteed. A good investment.

Send for FREE information

A. O. SMITH CORPORATION  
Permaglas Division, Kankakee, Illinois, Dept. C-158  
Gentlemen: Please send me full details on *Burkay* gas-fired industrial water heaters for any Redi-Mix plant.

Name..... Title.....  
Company.....  
Address.....  
City..... Zone..... State.....

makers  
of famous

**Permaglas** glass-lined water heaters... **Permaglas** heating and cooling

Morris Machine Works, Baldwinsville, N. Y.  
Murphy Diesel Co., Milwaukee, Wis.  
National Conveyor & Supply Co., Chicago, Ill.  
Noble Company, Oakland, Calif.  
Oshkosh Motor Truck, Inc., Oshkosh, Wis.  
The Owen Bucket Co., Cleveland, Ohio  
Plant City Welding & Tank Co., Plant City, Fla.  
Reo Motors, Inc., Lansing, Mich.  
Rockwell Spring & Axle Co., Timken Detroit Axle Div., Detroit, Mich.  
Servicised Products Corp., Chicago, Ill.  
Sika Chemical Corp., Passaic, N. J.  
The T. L. Smith Co., Milwaukee, Wis.

The Solvay Process Div., Allied Chemical & Dye Corp., New York, N. Y.  
Syntron Company, Homer City, Pa.  
Tractomotive Corp., Deerfield, Ill.  
The Travel Batcher Co., Salt Lake City, Utah  
Western Machinery Co., San Francisco, Calif.  
Westinghouse Transit Mixer Div., LeTourneau-Westinghouse Co., Indianapolis, Ind.  
The White Motor Co., Cleveland, Ohio  
Whiteman Manufacturing Co., Pacoima, Calif.  
Gar Wood Industries, Inc., Wayne, Mich.  
Worthington Corp., Plainfield Div., Plainfield, N. J.

E. F. Marsh Engineering Co., St. Louis, Mo.  
The Master Builders Co., Cleveland, Ohio  
W. R. Meadows, Inc., Elgin, Ill.  
Motorola Communications & Electronics, Inc., Chicago, Ill.  
Nagle Pumps, Inc., Chicago Heights, Ill.  
Nordberg Manufacturing Co., Milwaukee, Wis.  
Northwest Engineering Co., Chicago, Ill.  
Pettibone Mulliken Corp., Chicago, Ill.  
Pick Manufacturing Co., West Bend, Wis.  
Pioneer Engineering Works, Inc., Minneapolis, Minn.  
Pit and Quarry, Chicago, Ill.  
Productive Equipment Corp., Chicago, Ill.  
Radio Corporation of America, Camden, N. J.  
Richmond Screw Anchor Co., Inc., Brooklyn, N. Y.  
Riverside Manufacturing Co., Moultrie, Ga.  
Rock Products, Chicago, Ill.  
Sarasota Engineering Co., Inc., Sarasota, Fla.  
Sauerman Bros., Inc., Bellwood, Ill.  
Screen Equipment Co., Inc., Buffalo, N. Y.  
Simplicity Engineering Co., Durand, Mich.  
SKF Industries, Inc., Philadelphia, Pa.  
A. O. Smith Corp., Permglas Div., Kankakee, Ill.  
Smith Engineering Works, Milwaukee, Wis.  
Soiltest, Inc., Chicago, Ill.  
Southwestern Engineering Co., Los Angeles, Calif.  
Stedman Foundry & Machine Co., Inc., Aurora, Ind.  
Stephens-Adamson Mfg. Co., Los Angeles, Calif.  
Symons Clamp & Manufacturing Co., Chicago, Ill.  
Taylor-Wharton Iron & Steel Co., High Bridge, N. J.  
The Thew Shovel Co., Lorain, Ohio  
Toledo Scale Co., Toledo, Ohio  
The Torrington Co., South Bend, Ind.  
The Transmission & Gear Co., Dearborn, Mich.  
The W. S. Tyler Co., Cleveland, Ohio  
Union Wire Rope Corp., Kansas City, Mo.  
The Universal Engineering Corp., Cedar Rapids, Iowa  
Wero Steel Co., Chicago, Ill.  
Charles E. Wood Co., Milwaukee, Wis.

## 78 to Exhibit at Conrad Hilton

American Manganese Steel Div., American Brake Shoe Co., Chicago Heights, Ill.  
American Steel & Wire Co., United States Steel Corp., Cleveland, Ohio  
Autolene Lubricants Co., Denver, Colo.  
Baldwin-Lima-Hamilton Corp., Construction Equipment Div., Lima, Ohio  
Bucyrus-Erie Co., South Milwaukee, Wis.  
Burkhart Engineering Associates, Inc., Boston, Mass.  
C & W Sales Co., Inc., Menlo Park, Calif.  
Calcium Chloride Institute, Washington, D. C.  
Chicago Fly Ash Co., Chicago, Ill.  
Cleaver-Brooks Co., Milwaukee, Wis.  
Concrete Construction Magazine, Chicago, Ill.  
Concrete Controls Corp., Wheaton, Ill.  
Concrete Publishing Corp., Chicago, Ill.  
Contractors & Engineers, New York, N. Y.  
Cross Engineering Co., Carbondale, Pa.  
Frank D. Davis Co., Los Angeles, Calif.  
Deister Machine Co., Fort Wayne, Ind.  
Dewey & Almy Chemical Co., Cambridge, Mass.  
Dodge Manufacturing Co., Mishawaka, Ind.

Edick Laboratories, Inc., Milwaukee, Wis.  
Engineered Equipment, Inc., Waterloo, Iowa  
Fairfield Engineering Co., Marion, Ohio  
Food Machinery & Chemical Corp., Florida Division, Lakeland, Fla.  
Forrers, Div. of Spray-O-Bond, Milwaukee, Wis.  
Gatke Corporation, Chicago, Ill.  
General Electric Co., Mining & Metals Sales Development Unit, Schenectady, N. Y.  
Gilson Screen Co., Malinta, Ohio  
Gruendler Crusher & Pulverizer Co., St. Louis, Mo.  
George Haiss Manufacturing Co., Inc., Div. of Pettibone Mulliken Corp., New York, N. Y.  
Hardy Scales Co., Maywood, Calif.  
Harnischfeger Corp., Milwaukee, Wis.  
HarriSteel Products Co., New York, N. Y.  
Hendrick Manufacturing Co., Carbondale, Pa.  
Hewitt-Robins, Inc., Stamford, Conn.  
Howe Scale, Rutland, Vt.  
Iowa Manufacturing Co., Cedar Rapids, Iowa  
Kensington Steel Co., Chicago, Ill.  
Ludlow-Saylor Wire Cloth Co., St. Louis, Mo.  
McLanahan & Stone Corp., Hollidaysburg, Pa.  
Manganese Steel Forge Co., Philadelphia, Pa.

# Another BUTLER FIRST!

## WORLD'S MOST PORTABLE HIGH PRODUCTION READY MIXED PLANT

*... pours 200-plus yards an hour*

*Erect the new Butler HP-85 at a job-site  
200 miles away... or more*

*... And your Ready Mixed territory  
is NOW UNLIMITED!*

200-plus yards an hour is capacity fully equivalent to a permanent Ready Mixed Concrete Plant. Yet the new BUTLER HP-85 is so highly portable it provides a ready mixed producer an extension of operating territory and a versatility in erection previously enjoyed only by a highway contractor.

And the cost of transport and erection is so low that pours of relatively small yardage are highly profitable.

Suppose your HP-85 arrives by low bedtrailer at your job site today. You're in production tomorrow morning. A few hours rather than days!

Fully automatic, the HP-85 is handled by *only one operator*. It can be operated at low speeds as well; provides economical operation for any production requirement.

And since your HP-85 is located at the job site — costly transit-mix truck mileage is drastically reduced.

Be the first in your area to expand your Ready Mixed sales territory . . . Write to BUTLER BIN COMPANY — today — for complete details about the HP-85.

### BUTLER BIN COMPANY

991 BLACKSTONE AVE. • WAUKESHA, WISCONSIN

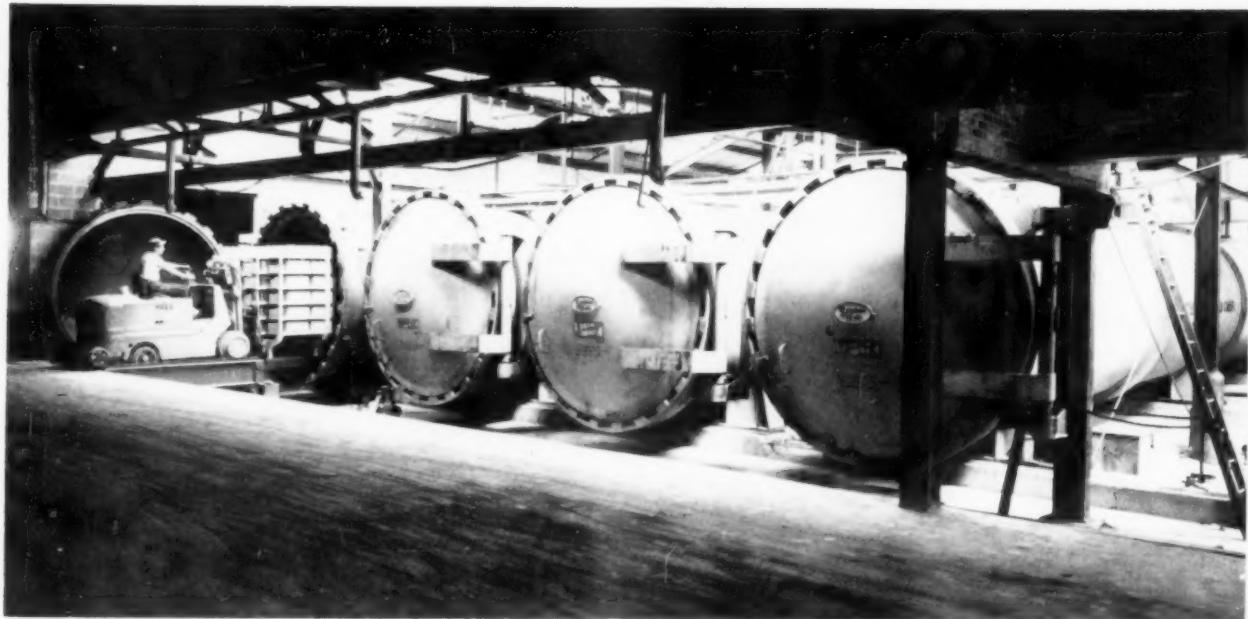
① Low bed trailers deliver the HP-85 to your new job site. Batchers are a complete unit with automatic controls, weighing equipment piping and wiring all in place... Here crane lifts batcher section. Support columns are hinged to batcher frame, swing into place as batchers are raised.

② Almost up. A minimum of field bolts hold columns securely.

③ Crane now lifts complete, compartmented bin section, places it over batchers.

④ Attach the elevator in one piece . . . And the BUTLER HP-85 is ready to go! You're there with 200-plus yards capacity.





• A field trip, as part of the NCMA convention program, will be to view this bank of autoclaves at Illinois Brick Co.

## Block's the Topic in Chicago

"Blueprint for the future," an attempt to illuminate and project the concrete block industry's picture for the next 10-year period, is the overall theme of the 1958 convention of the National Concrete Masonry Association, Feb. 17-20, at the Hotel Sherman, Chicago.

In keeping with this forward-looking approach, speakers, in preparation for their talks, will be going through the mental process of asking: what will the new houses and buildings that dot the country side look like in 1960, 1965, 1967? What sort of products will be going into these new structures? Who will be manufacturing these products? What forms will the machinery take that's needed to produce, convey, erect these products?

In years back, questions of a similar sort were running through the mind of Frank Lloyd Wright, dean of American architects, who will be the featured speaker at the 1958 convention. Mr. Wright will address those attending at a special Tuesday luncheon meeting, Feb. 18. At the same time he will be honored by NCMA in recognition of his many contributions to the industry. The noted architect was among the first

to dramatize the design qualities of block, and many of his most famous works are striking examples of the product's versatility.

A number of other speakers, from research, business, the block industry, government, are being chosen to "look ahead," in keeping with the general convention theme.

Some of those already scheduled to speak include, Dr. A. Allan Bates, vice president of research and development, Portland Cement Association, and William Avery, editor of *Concrete Products* magazine. Other principle speakers will be Alfred M. Baltzer, director, small business and associations program, National Safety Council, and Edith Brazwell Evans, editor-in-chief, *Living for Homemakers* magazine.

Upwards of 1,500 persons are expected to attend the four-day meeting, according to Walter W. Underwood, NCMA executive director.

For the ladies, a special program has been set up. It will include a get-acquainted tea, Monday morning; tickets to "Around the World in 80 Days," Tuesday evening; and a luncheon on Wednesday.

As at past conventions, members will receive the latest information for

extending the uses of block at concurrent promotional and technical meetings Tuesday afternoon and Wednesday morning. Carl F. Spickelmier, Spickelmier Co., Indianapolis, for example, will discuss the Rapidx Floor System at the technical session. A Shadowal presentation will be among the promotion meeting highlights.

An extra day (Feb. 20) has been set aside for a special high pressure steam curing conference. Among the guest speakers will be Herbert T. Walworth, industrial hygienist, Lumbermens Mutual Casualty Co. He will talk on accidents associated with the use of silica flour.

A field trip to the Portland Cement Association laboratory in Skokie, Ill., has been arranged for Wednesday afternoon. Another is set up for the Illinois Brick Co., to inspect that firm's autoclaving facilities.

NCMA members will be admitted free to the convention talks and activities. Non-member producers and their guests will be assessed a fee of \$25 to participate in the program of the four-day meeting; but, in the case of those who join the association, this fee will apply towards their first year's dues.

# Some Comparative Wall Costs

**EDITOR'S NOTE:** these itemized wall costs of competitive products were presented to the Southeastern Concrete Masonry Association meeting in Memphis. Similar wall costs developed for your area could prove valuable as a selling tool.

At the present time, home builders are extremely cost conscious for a number of reasons; consequently most of them are examining their operations to see how costs can be reduced. Many are actually finding out what their various costs are for the first time.

This, in many cases, makes them much more receptive to discuss the possible use of concrete masonry. Economy of construction is one of concrete masonry's best selling points from the builders standpoint.

The following wall costs are based on actual costs as analyzed by a small builder in south Georgia. All figures are based on a cost per square foot of wall area. Only wall costs above foundation are considered. Of particular interest are the cavity wall costs, as in these homes the builder was able to give all the advantages of masonry construction, while retaining the same appearance on inside and out as in brick veneer construction.

The following costs prevailed in the area at the time:

Labor—Mason	\$3.00 /hour
Helper	1.10 /hour
Carpenter	2.083/hour
Common	1.00 /hour

Plastering—complete subcontract	
Plasterboard, plaster	\$1.55/sq. yd.

2 Coat gypsum plaster	\$ .90/sq. yd.
1/4" cement plaster	\$ .60/sq. yd.

Typical Material Costs	
8x8x16 concrete block	\$ .22 each

8x8x16 lightweight concrete block	.25 each
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Concrete brick	28.00/1000
----------------	------------

Clay Face Brick	38.00/1000
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Siding	12.00/per sq.
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One other method of construction was discussed, which has just recent-

(Continued on Page 37)

## I CONCRETE MASONRY EXTERIOR WALLS

### A. Throughwall — Concrete Masonry Units (8x8x16)

Type of Unit	Tooled Joints — 2 coats cement base paint			
	Regular		Lightweight	
Type of Bond	Running	Stacked	Running	Stacked
<b>Interior Finishes</b>				
tooled, exposed C/M	\$ .5901	\$ .6256	\$ .6457	\$ .6812
raked, exposed C/M	.6069	.6424	.6625	.6980
1/4 inch cement plaster, direct	.6400	.6755	.6956	.7311
2 coat plaster, waterproofed, direct	.6733	.7088	.7289	.7644
furred with sheet rock	.7303	.7658	.7859	.8214
furred and plastered	.8025	.8380	.8581	.8936

## I CONCRETE MASONRY EXTERIOR WALLS

### B. Cavity Wall—Concrete Masonry (4x8x16) on Concrete Masonry (4x8x16)

Type of Unit — both wythes (& ties)	Tooled Joints — 2 coats cement base paint			
	Regular		Lightweight	
Type of Bond — exterior wythe	Running	Stacked	Running	Stacked
<b>Interior Finishes</b>				
tooled, running bond, exposed C/M	\$ .9237	\$ .9592	\$ .9461	\$ .9816
raked, running bond, exposed C/M	.9405	.9760	.9629	.9984
tooled, stacked bond, exposed C/M	.9592	.9947	.9816	1.0171
raked, stacked bond, exposed C/M	.9760	1.0115	.9984	1.0339
1/4 inch cement plaster, direct	.9736	1.0091	.9960	1.0315
2 coat plaster, waterproofed, direct	1.0069	1.0424	1.0293	1.0648

## II CONCRETE BRICK EXTERIOR WALLS

### A. Cavity Wall — Concrete Brick on Concrete Masonry (4x8x16)

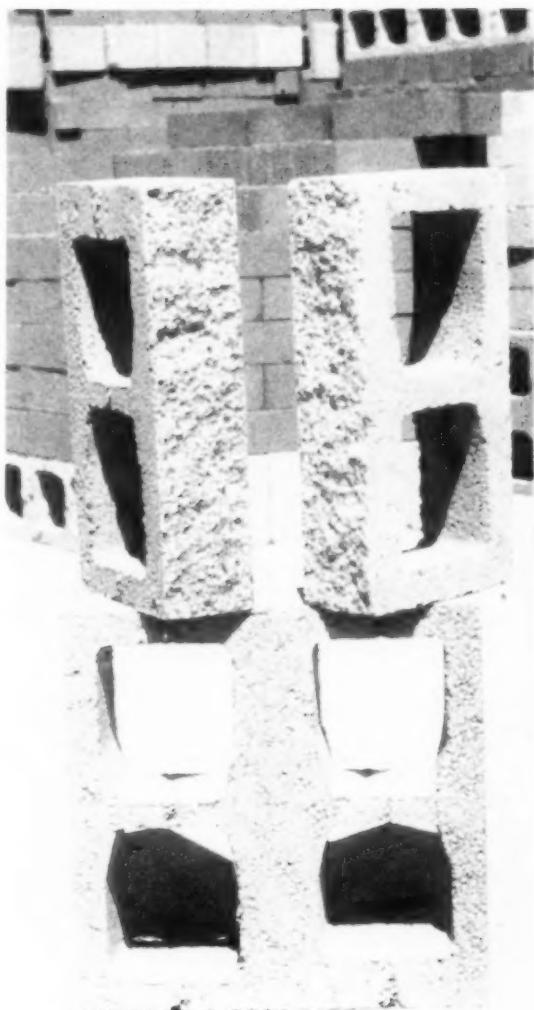
Concrete Brick	Tooled Joints			
	Raked Joints		Raked Joints	
Type of Backup	Regular	Light-weight	Regular	Light-weight
<b>Interior Finishes:</b>				
tooled, running bond, exposed C/M	\$ .9958	\$ 1.0070	\$ 1.0308	\$ 1.0420
raked, running bond, exposed C/M	1.0126	1.0238	1.0476	1.0588
tooled, stacked bond, exposed C/M	1.0313	1.0425	1.0663	1.0775
raked, stacked bond, exposed C/M	1.0481	1.0593	1.0831	1.0943
1/4 inch cement plaster, direct	1.0457	1.0569	1.0807	1.0919
2 coat plaster, waterproofed, direct	1.0790	1.0902	1.1140	1.1252

● Siamese units split from the 16-inch square block are economical (for the customer) and money makers for Calcrete.

● Blade of splitter, capable of 35 tons pressure, comes down and splits a solid 4x8x16-inch slab.



● The score and break method: slabs, placed one on top of another like dominoes, await the blow of the hammer.



By GARRY C. GILL

Calcrete finds  
in selling

**T**he right kind of mechanization has turned a costly and bothersome service into a profitable sideline for the Calcrete Block Company of Bakersfield, California.

This new sideline to their usual block business is what they call Calstone—a lightweight split block.

In times past, this attractive masonry unit didn't have even the barest chance of moving on the market.

The foremost reason was that the Calcrete Company would not try to push the units because their old method of scoring and breaking was too troublesome and too slow to be worth while.

The old, bothersome scoring and breaking method went like this: Two men working with a diamond-bladed table saw made a  $\frac{1}{4}$ -inch deep cut down the middle of a  $2 \times 8 \times 16$ -inch slab. After the first pass, the block was turned over and a shallow score was made on the opposite side also. This produced a line of weakness directly down the middle of the unit.

Only two hundred,  $2 \times 8 \times 16$ -inch slabs an hour could be scored in this manner. Then the slabs still needed to be split either at the plant or on the job site.

Splitting on the spot involved laying the scored blocks on a flat surface one on another like fallen dominoes. Then a workman took a hammer and tapped along the line of weakness until the block split in two.

In a timed test it took a minute to break 10 slabs, but of the ten, three broke incorrectly. These three, of course, were not saleable. Splitting on the job involved the same process but an inexperienced man risked making a still higher percentage of

incorrect breaks in the slabs.

Summing up the score and break method, it took nearly 7 hours to split 1000,  $2 \times 8 \times 16$ -inch slabs, disregarding time involved in the two-step handling. And this 1000 figure included from 200 to 300 broken, non-useable units.

With proper mechanization, the results are vastly different and can be summed up briefly with these figures: 1000 units split per hour; only 5 per cent incorrect breakage; capabilities of splitting blocks up to 8 inches thick; a better product; and, of course, a profit for a change.

Now Calcrete Company has six major distributors for their product in the southern San Joaquin Valley. These distributors are the only ones to whom the units are sold at a wholesale price. Job contractors obtain the Calstone product at retail prices directly from the plant. Since the unit has wide popularity among do-it-yourself garden wall and patio enthusiasts, it is the biggest "on-the-yard" cash selling product in Calcrete's line of 200 different sizes and shapes of lightweight building units. This is an impressive figure when it is taken into account that only 5 per cent of total production goes into split block.

Calcrete Company relies on a 24-inch bladed splitter to produce their new sideline. And since its purchase, the company reports a 1,000 per cent increase in their split block business.

According to King Chambliss and George Gill, co-owners of the Calcrete Company, profit increases attributed directly to the splitter paid for the equipment in 90 days.

Maintenance costs are negligible. In a year of use, the only service calls have been for minor electrical adjustments. Calcrete owners expect the steel alloy blade to withstand another six months of constant use before it needs to be sharpened. That cost is estimated at about \$40; an extra blade, which must be purchased eventually, lists for about \$150.

Diamond blades for the table saw, used in the score and break method, run about \$220 apiece, and, with constant use, generally last about two weeks. The saw outfit itself costs about \$450 and is still used for special cuts on standard building blocks.

In addition to reduced operation costs and increased production, Calcrete owners boast a better product for the following reason: the beauty of the Calstone unit is in its rough texture, variegated color, and natural stone effect. The precision-made units are actually  $\frac{3}{8}$  of an inch short of

their given dimensions all around to allow for mortar joints. With a scored block in a wall only  $1\frac{1}{8}$  inch per unit has the split effect. Nearly half of the 2 inches,  $\frac{7}{8}$  of an inch, is taken up in mortar and the raw score line above and below. With the splitter the raw score lines are eliminated, thus giving another half inch to the block texture itself.

This attractive texture is formed by the way the block splits. A regular slab is made up mainly of white pumice and sand, cement and a bit of red volcanic cinder. When the block splits, all of the cinder and pumice particles along the line of break are left exposed along with the sand and cement as a binding element. What you see in a natural split block surface is a light grey background, tinted pink and speckled with white. Calcrete's increased volume has allowed them to expand on their product and now they offer a selection of nine different background colors achieved by adding dye: red, black, pink, terra cotta, sun tan, natural, green, light and dark brown.

Fundamentally the split blocks are used for their beauty, but now Calcrete is making a split unit for structural use and economy in addition to beauty. Actually, these new economy units are produced as siamese  $4 \times 8 \times 16$ -inch block, back to back, in a 16-inch square unit by removing the division plate from the mold box. Then, after curing, the 16-inch square unit is split into its two component standard block portions. This, of course, gives each 8-inch unit one textured face. And they are ready to go into an 8-inch wall.

These very blocks were used to solve the problem of a large motel, recently built in Bakersfield on U.S. Highway 99. The original plans for the motel called for Calcrete's regular block for the walls with natural stone to be used as veneer. When the walls of various buildings were up and ready to be veneered, the planners determined that the natural stone was too prohibitive in its cost.

Stone, in the area, runs about \$7.00 a square foot in the wall, while Calstone offered an economical way out at about \$2.50 a square foot. The contractors on the motel job chose to use the split block. In the rest of the buildings they decided to use the new structural veneer unit which did the buildings they decided to use the one motion.

The motel was helped out of a tight spot and Calcrete was able to sell a big addition to the original order of blocks.

# profits

## Split Block

# Redi-Mix's Truck-Purchase Plan Makes



● Venice Redi-Mix's compact, low-level operation helps management to control and oversee the entire operation.



● Eric Joelson, seated above, installed two-way radio and a system of loudspeakers throughout the plant to facilitate communication between employees.

by  
**HARRY J. MILLER**

Two quite-substantial departures from the conventional ready mixed operation—one, a plan whereby each company driver owns his truck, and two, a reworked plant facility incorporating ground level batching and truck mixer charging—has resulted in increased production and a smooth-functioning driver team for Venice Redi-Mix Co., Venice, Florida.

Located in a center of Florida's mushrooming housing development area, Eric Joelson's Venice Redi-Mix uses a ground-level weigh batcher that feeds a high-speed conveyor belt which literally throws the concrete into the revolving drum of a

# Salesmen of Drivers



● Controls for weighing cement, aggregate, and water are located on ground level for easier operation.



● With pay based on cu. yds. delivered, drivers (truck owners) keep their units in good shape.

waiting ready mixed truck.

And every truck now is owned by the man who drives it, via a financing plan worked out by the company and a local bank. No longer are Venice's drivers just salaried employees; now they are company salesmen, mechanics, and capitalists with a small interest in the business.

Said Mr. Joelson, "We talked over the matter of truck ownership with the drivers for several months before we mutually decided to make the move—give it a try. It was pointed out to the drivers that in order for this system to succeed, a harmonious relationship was imperative."

Initially, Mr. Joelson went to the bank with each of his drivers. There, each driver signed a note, for approximately \$1,000, which gave him ownership of his truck—ownership of the mixer remained in the hands of Venice Redi-Mix.

Then for a period afterwards, each driver was limited to a draw of \$100

per week—long enough to build up a \$500 credit on the company's books. The \$500 is used as an advance fund to pay for any supplies the truck might need. Of course, each driver pays for his insurance, but Mr. Joelson makes fleet-discount purchases of tires and accessories. The cost of these purchases is then billed to the driver's account.

"A driver's base pay is \$1.60 per cubic yard," said Mr. Joelson. "Also, a driver gets 100 per cent of all mileage charges. We split the area into zones, to make the hauling equitable. Now, we don't know, nor care, how far away the job is, since the driver's pay is based on the amount of concrete he delivers and the zone involved. Our drivers earn from \$105 to \$140 per week."

"Our truck operation is phenomenally smooth. In terms of yardage, the output of each driver—and truck—has increased 20 per cent. And, further, the drivers don't mind helping each other out in a pinch.

When business is slack, the drivers even deliver steel for the company in our pick-up truck at no charge.

"Being in business for themselves, with pay based upon cubic yards delivered, the drivers are always out looking around for new business. The moment a driver sees a stake on a building site, he searches out the builder to solicit his business.

"And one further credit to this driver-ownership plan showed up after it was in operation. What with each driver's livelihood dependent upon his truck's being in running order as much of the time as possible, he is more aware of, and takes care of, possible mechanical difficulties. And since the drivers have such a powerful interest in keeping their trucks rolling, Venice Redi-Mix enjoys practically 99 per cent truck availability."

In speaking of his reworked plant facilities, Mr. Joelson said, "We've abandoned the usual techniques of

having a man up on a platform higher than the trucks; driving the trucks in under a chute; feeding the materials from the high bins into a weigh hopper and then finally by gravity feed into the truck mixer on the ground.

"Our present method permits complete batches of stone, sand, and cement to be weighed into a hopper at ground level. The concrete then is charged by conveyor directly into the truck through the discharge opening, thus saving valuable time since no funneling is necessary. We can load our trucks in less than five minutes from the time a truck pulls into the batching plant.

"And via the two-way radio, and speakers stationed on poles around the yard, Mr. Joelson tells each driver what his next load will be. Thus, there is no need for the driver to park his truck and take time out to come into the office.

"Our 4-yard, ground-level batcher holds an entire load for the 3½-yard trucks we use," said Mr. Joelson. "And we've eliminated the usual hazards of men working above ground level. In 1952, our plant had been set up to break even at 20 cubic yards a day, with a capacity of 100 yards. By changing our operation and adding equipment to make batching a four-minute operation, our capacity on peak days is over 300 yards.

"Out in the yard, we use a ½-yard concrete-pedestal mounted crane and a dumping hopper to supply aggregates to a belt conveyor which, in turn, keeps the 3-compartment, 100 ton bin filled. Without our ground level batching system and charging belt, all material would have to be elevated an additional 15 feet, making the use of inclined belt conveyors impossible in our limited space, without buying additional ground. Every additional foot of elevation would require three feet of horizontal distance for feasible conveyor charging. Instead of the 70-foot conveyor we now use, we would need one 115 feet long, plus, of course, an extra 45 feet of land."

Venice Redi-Mix has a standardized fleet of 3½-cubic yard truck mixers, each equipped with power take-off. Mr. Joelson stresses that this uniform fleet makes for a more streamlined operation and happier customers. He points out that sometimes ready mixed dealers will hold an order back awaiting a larger truck; or the converse, a large unit may be kept idle awaiting the return of a smaller unit for carrying a load out to the job site.



● Ground-level conveyor receives the concrete (right), conveys it up, and literally "shoots" it into the discharge opening (inset) of the truck.



● Venice Redi-Mix also makes a variety of precast concrete products for the booming building and construction industries in and around Venice, Florida.

## MEN IN MOTION

### Huron Portland Cement

Blaine E. Miller, Toledo, Ohio, district sales manager for Huron Portland Cement Co., has been promoted to Michigan and Ohio division sales manager at Detroit. The company announced that Robert E. Brown, former sales representative at Tiffin, Ohio, is the new Toledo district sales manager.

### Lithibar Company

Mumford, Medland, Limited, of Winnipeg, Manitoba, Canada, was recently appointed distributor of concrete block machines, and other products, for the Lithibar Company, Holland, Michigan. The Canadian firm will serve western Ontario, Manitoba, Alberta, and Saskatchewan.

### Wall Costs (from page 31)

ly been introduced into Georgia although it has been used to some extent in other parts of the country. This method involves the use of 1 inch thick, "styrofoam" applied directly to concrete masonry exterior walls. This then serves as a plaster base against which plaster is applied. This method has been used in lieu of

conventional furring and plaster, with F.H.A. approval.

One builder who used this method, found that it reduced the "u" value of the wall to about .16, and permitted the use of a smaller heating unit, reducing the heating unit cost from about \$450.00 to \$375.00. Yet this method of construction cost the builder no more than conventional furring with sheetrock, taped.

#### B. Veneer Wall — Concrete Brick on Frame

Exterior Finish	Tooled Joints	Raked Joints
Concrete Brick, Frame, Plaster	\$1.1876	\$1.2226

#### III CLAY BRICK EXTERIOR WALLS

##### A. Cavity Wall — Clay Brick on Concrete Masonry (4x8x16)

Clay Brick				
Tooled Joints	Raked Joints			
Type of Backup	Regular	Light-weight	Regular	Light-weight
Interior Finishes:				
tooled, running bond, exposed C/M	\$1.0791	\$1.0903	\$1.1141	\$1.1253
raked, running bond, exposed C/M	1.0959	1.1071	1.1309	1.1421
tooled, stacked bond, exposed C/M	1.1146	1.1258	1.1496	1.1608
raked, stacked bond, exposed C/M	1.1314	1.1426	1.1664	1.1776
1/4 inch cement plaster, direct	1.1290	1.1402	1.1640	1.1752
2 coat plaster, waterproofed, direct	1.1623	1.1735	1.1973	1.2085

##### B. Veneer Wall — Clay Brick on Frame

Exterior Finish	Tooled Joints	Raked Joints
Clay Brick, Frame, Plaster	\$1.2709	\$1.3059

#### IV FRAME WALLS

##### Siding Exterior — Cement Asbestos or Wood

##### Siding and Frame

##### Interior Finishes:

3/8 inch sheetrock, taped	\$6892
Plaster	.7614

### Columbia Cement

Anthony J. Beatrice has been appointed to the position of assistant to the traffic agent at the Columbia Cement Division of the Columbia-Southern Chemical Corporation, Zanesville, Ohio.

### Ideal Cement Co.

T. W. Rosebaugh was recently named research and exploration vice-president of Ideal Cement Company, Denver, Colorado. Mr. Rosebaugh will be in charge of the research center at the Boettcher, Colorado, plant.

### Soiltest, Inc.

Soiltest, Inc., Chicago, Illinois, will represent the testing equipment manufacturing firm of Leonard Farnell and Company, Limited, London, England, according to announcement by Theodore Van Zelst, president of the Chicago firm. A listing of the Farnell test equipment will be included in the 1958 Soiltest catalogue. Both companies will cooperate on the development of new equipment in the testing field.

### The Noble Company

The Noble Company, Oakland, California, manufacturers of mobile and stationary cement aggregate batching plants and related equipment has opened a branch office at 52 Vanderbilt Avenue, New York 17, New York. Arthur P. Jensen, formerly of the company's Seattle office, is regional manager of the Manhattan branch. Charles W. Daily has been transferred from Cleveland to the Seattle office and William C. Rogers is appointed to the sales staff in Cleveland.

### Viber Company

Three new distributors of concrete vibrators have been appointed by Viber Company of Burbank, California. Holland Equipment Company of Salt Lake City, Utah, covers Utah, eastern Nevada, western Wyoming and a corner of Arizona.

Construction Supply Company of Celina, Ohio, services five western Ohio counties including Dayton and bordering counties in eastern Indiana including Ft. Wayne.

Northeastern Supply Co., Cleveland, Ohio, contacts the trade in twenty-two counties in the northeastern section of Ohio.

# NEWS from the Manufacturer

METHODS  
MATERIALS  
EQUIPMENT  
TOOLS

## Power Loader Adapts to Materials-Handling Jobs

A front-mounted power loader is being manufactured by International Harvester Company for use on International 330, 300, and 350 utility



tractors. The new unit is known as the McCormick U-34B Power Loader, which can be powered either by the tractors' hydraulic system or

with a front-mounted hydraulic pump.

Interchangeable attachments adapt the loader to loading, lifting, grading, and material-moving jobs. These include a nine-cubic-foot material bucket for handling sand, gravel, or snow; a six-tine fork for moving bulky materials; and a tine cover that converts the fork into a nine-cubic-foot material bucket.

A crane attachment, and a seven-foot leveling and grader blade also can be used on the loader booms. The U-34B is equipped with manual bucket control, but can be fitted with a two-way cylinder for hydraulic bucket control. More information is available from International Harvester Company, 130 North Michigan, Chicago 1, Illinois.

**Enter A37 on Inquiry Card**

## Tests of Econo-Lok-Tied Masonry Walls Show Increase in Lateral Strength: Header Courses Are Eliminated

AA Wire Products Company, 714 East 61st Street, Chicago 37, Illinois, has sponsored testing of its product, Econo-Lok, a masonry reinforcement designed to control shrinkage cracking in concrete masonry walls. Ac-



cording to the manufacturer, results show that the header course is unnecessary in two wythe masonry walls tied with Econo-Lok. Testing took place at the Armour Research Foundation of Illinois Institute of Technology, Chicago.

Transverse loading tests were conducted on control panels of concrete

block backup and face brick veneer. Some were tied with a continuous brick header every sixteen inches vertically and others were tied with Econo-Lok. When transverse loadings were applied on header tied walls, the modulus of rupture was 31 p.s.i.; on wire tied walls the modulus of rupture was 77 p.s.i.

Econo-Lok provides two parallel reinforcing wires which are designed to rest on the face shell webbing of the concrete block backup. Flush welded to these parallel reinforcing wires are four-inch-wide rectangular ties every sixteen inches which tie the backing to the facing.

According to AA Wire Products Company, an explanation of the test results is that the header weakens the wall in transverse stress by creating a point of stress concentration and a point of cleavage. The wire design used eliminates this weakness and provides additional shear strength to the hollow unit backup.

**Enter A38 on Inquiry Card**

## Truck Mixer Driver Can Operate New Butler Plant

A new portable ready mix concrete plant is being produced by Butler Bin Company, Waukesha, Wis. According to the manufacturer, the concrete producer can move the HP-85 to a job away from his permanent operating base and start production the day after the plant arrives at the site. Since the HP-85 is located at the job, truck-mixer mileage is small. When a pour is finished the plant is



dismantled and moved to a new job location.

The Butler HP-85 operates at low speeds as well as high, providing operation at varying production levels. Capacity production is over 200 yards per hour. Another feature of the unit is a new cement feeder called the Butler Airflomatic, which has been added to all the Butler ready mix plants. Airflomatic cement flows on a low pressure, high volume cushion of air.

The Butler HP-85 can be operated by one man. According to the manufacturer, the batching can be handled by the truck drivers by means of push-button controls located at ground level. More information is available from the manufacturer.

**Enter A39 on Inquiry Card**

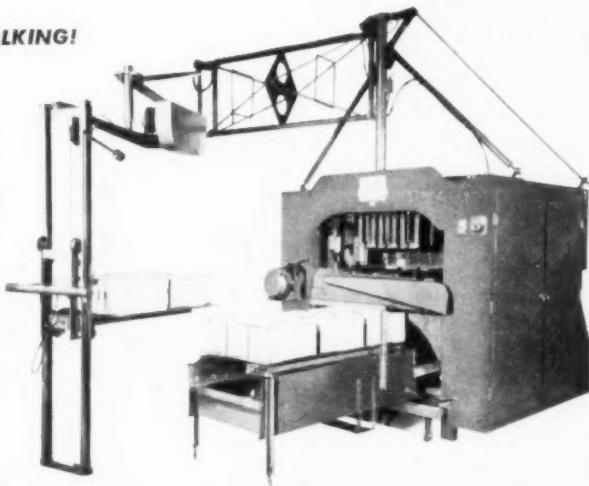
# PRASCHAK THUNDERBOLT

## MODEL 30 3-BLOCK AUTOMATIC BLOCK MACHINE

THE MACHINE THAT HAS THE INDUSTRY TALKING!

You wonder how we can offer this truly fine, completely automatic, plain pallet block machine at such an unbelievably low price? Drop us a line, and we will be glad to tell you how we can do it, as well as give you a complete explanation of the construction, features, and advantages of this machine. Learn how you can produce blocks of higher quality with the lowest possible investment; learn how you can meet and beat competition with blocks made on the Praschak Thunderbolt!

NOW AVAILABLE BY CASH PURCHASE  
OR ON EASY TIME PAYMENTS



COMPLETE AS SHOWN READY TO GO—EQUIPPED WITH 8" MOULD  
FRONT END FEEDER & MAGNETIC FORK OFFBEARER

MODEL 20, TWO-BLOCK MACHINE, AS ABOVE—\$8,500

**\$11,000**

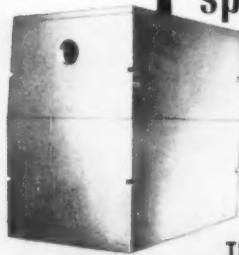
Write for Details

**PRASCHAK MACHINE CO. MARSHFIELD, WIS.**

Factory to You Prices

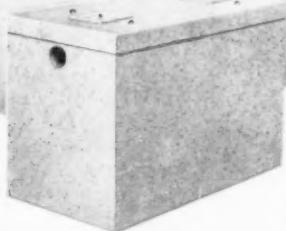


THE ONE PIECE TANK  
With Slab Top



THE TWO PIECE TANK  
With Tongue and Groove Seal

THE DEEP TOP TANK  
With Air Space Cover



•  
Distribution box  
molds and grease  
trap molds

Write for detailed information

ALL MODELS MEET THE EXACTING SPECIFICATIONS OF FEDERAL, STATE AND MUNICIPAL REGULATIONS

Build approved septic tanks quicker and at lower cost with NORWALK equipment. Rugged, all steel construction, properly reinforced to insure a good, rigid mold that will give many years of profitable production.

ALL NORWALK TANKS are available in 500 to 1250 gallon capacities and all have removable inspection covers for easy cleaning.

**NORWALK VAULT COMPANY • DEPT. AB • NORWALK, OHIO**

## Efco Machine Cleans and Oils Forms Automatically

A portable power-driven form cleaner has been developed by Economy Forms Corporation.

Known as the Efco Form Cleaner,



it works on panel forms not exceeding 30 inches wide. In operation, the forms are loaded on a conveyor belt which pulls them under a rotating steel wire brush. The forms are automatically cleaned and oiled, and the clean forms emerge from the far end of the conveyor belt ready for reuse. The machine is geared to clean forms

at the rate of 42 lineal ft. per minute. It is clutch operated.

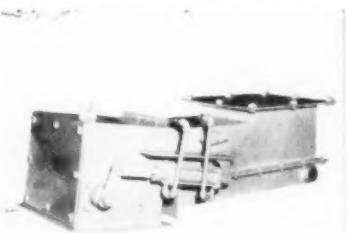
The cleaner is trailer mounted and has a standard ball hitch with retractable leg for transporting. It can be moved from job to job with a car or truck, or when on the job, can be moved by hand from one stack of forms to another.

More information is available from Economy Forms Corporation, 4301 N.E. 14th St., Des Moines, Iowa.

**Enter A40 on Inquiry Card**

air is supplied by a blower which also aerates and fluffs the cement in the overhead bin. No jets for additional air are required.

The Airflomatic feeder can be in-



## Airflomatic Feeds Cement on Low-Pressure Air Wave

A cement feeder which provides a high volume, low pressure air cushion for the cement is a recent development by the Butler Bin Co., Waukesha, Wis. The feeder is known as the Butler Airflomatic.

According to the manufacturer, there are no moving parts, no pins or bolts to shear and no clutches to break, wear or slip. The current of

stalled on road batching or ready mixed concrete plants. According to the manufacturer, installation of the Airflomatic requires no rearrangement of the existing plant. More information is available from Butler Bin Co., Waukesha, Wisconsin.

**Enter A41 on Inquiry Card**

## Master Portable Heaters Aid in Winter Concreting

A portable heater that delivers 250,000 British thermal units of heat an hour has been added to the line of Master Portable Heaters. Called the B-250, it can be used in areas where more heat is needed to pour concrete, thaw and dry materials, provide spot heat outside, heat en-



## Marsh Portable Conveyor Operates Hydraulically: Eliminates Universal Shaft, Roller Chain Drives

E. F. Marsh Engineering Co., St. Louis, Mo., is producing a new Tubular Frame Portable Conveyor. It features push button control of a hydraulic transmission system. The hydraulic system is used to drive the conveyor belt as well as to raise and lower the conveyor to the desired elevation. This new conveyor drive is designed to reduce maintenance by eliminating universal shaft and roller chain drives.

Hydraulic lines, protected within the conveyor frame, transmit power from source on truck assembly to head shaft. One hydraulic control can be set at desired belt speed.

According to the manufacturer, this portable conveyor is designed

for heavy duty. Basic conveyor incorporates the features of the Marco model 151 stationary conveyor, including wider frame, wider face pulleys and rigid joint construction.

It is available in 18, 21, and 30-inch belt widths. Lengths range from 30 to 60 ft. in 5 ft. increments.

The conveyor is equipped with pneumatic-tired swivel wheels, standard loading hopper, head pulley lagging, belt wiper and tow hitch. A new axle design, of adjustable width, makes it possible to move the conveyor over highway without violating 8 ft. width limitation. More information is available from the manufacturer.

**Enter A42 on Inquiry Card**

closures, and in general keep construction work moving during the cold months.

The heater will run for 16 hours on a tank of kerosene or fuel oil, and, according to the manufacturer, it is free from fumes and will not "oil up" plastered or painted surfaces. The unit operates automatically from a thermostat. It plugs into a regular 115 volt AC outlet. One man can wheel the B-250 around. More information is available from the Master Vibrator Company, 1752 Stanley Avenue, Dayton 1, Ohio.

**Enter A43 on Inquiry Card**



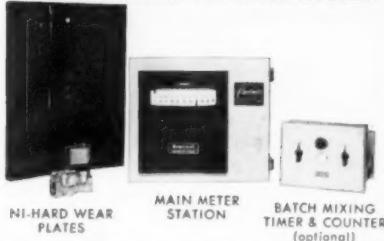
## Cut Costs with RAMSEY MOISTURE CONTROLS



### RAMSEY READY MIX MOISTURE PROBE

Makes moisture analysis — continuous, reliable — inexpensive. "Ready Mix" made from sand containing an unknown amount of water cannot be properly formulated. Compute "your" formula on dry weight! A correction chart supplied with each meter permits easy conversion to dry weight batching! Additional water requirements can be metered correctly. The meter measures surface moisture of sand around probe. Installation possible in less than 1 hour.

### RAMSEY WATER CONTROL SYSTEM



### Control Moisture in Concrete Mixes

#### Profit Making Advantages:

- Increases Production. More blocks per hour — per man.
- Reduces Material Expense. Use less cement.
- Reduces Operating Costs.
- Controls Sand Moisture Content.
- Improved Quality. More uniform blocks.

System Guaranteed for One Year.

See us at the  
 South Exposition Hall • Hilton Hotel • Booth 70  
 National Ready-Mix Ass'n. • National Sand & Gravel Ass'n.  
 See Our Demonstration... Free Engineering and Technical Advice

**FORRER'S**, 2225 N. Humboldt Ave., Milwaukee 12, Wis.  
 Manufactured by RAMSEY Engineering Co.

## FORRER'S STAR PRODUCTS FOR MASONRY

- ★ X-L 100. Powdered concrete plasticizer
- ★ Kleen-Mix. Eliminates "build-up" on hoppers and mixers
- ★ Hydro-check. The perfect fast-setting, water-proofing cement additive
- ★ De-Solv-It. Dissolves concrete — without harming metal
- ★ Accelerator. Speeds setting concrete — down to 15° F
- ★ For-Air. Concentrated air entraining agent
- ★ Ramsey Moisture Probe. Measures sand moisture content
- ★ Ramsey Moisture Meter. Regulates water in concrete mix automatically
- ★ Kover-Kote. Transparent protective film for ready mix trucks.

**Forrer's**  
 PRODUCTS FOR MASONRY  
 SINCE 1926

## BAUGHMAN BULK MATERIAL TRANSPORT BODY...

designed for  
**Cement, Salt, Sand,  
 or any free flowing  
 material**



### FOR ADDITIONAL INFORMATION

write for new  
 illustrated bulk  
 body catalog.

- NEW 9" NON-CLOGGING AUGER. Located at bottom of body. Unloads 1 to 2 tons per minute, depending on material.
- COMPARTMENTED BODY. Relieves weight of full load on conveyor. Compartment doors individually tripped as load empties.
- SCIENTIFICALLY SLOPED SIDES. Assure constant material feed to auger. For any dry, free-flowing, non-abrasive material.

Dealers wanted in Selected Areas



**BAUGHMAN MANUFACTURING COMPANY**

102 ARCH ST.

Jerseyville, Illinois

## Air Entrainer Added to Berylex Compound

An air-entraining agent has been added to the Berylex Cementing Compound, which is manufactured by Berylex of Ohio at Cincinnati, Ohio. According to the company, this addition increases the advantages of using the compound as a concrete mix additive.

Both Berylex and the air entrainer

are wetting agents, yet according to the company the combination of the two compounds wets better than either one alone. Wetting ability reduces the amount of water required for mixing and placing concrete, and this increases the strengths.

Use of the Berylex Air-Entraining Compound gives hardness to the paste and provides better bonding of the cement to the aggregate, according to the manufacturer. Fine sand

and water can be reduced in the mix.

The manufacturer states that less vibration is needed to increase the fluidity of a mix to which the Berylex Air-Entraining Compound has been added. About  $\frac{1}{2}$  per cent of air content is lost in vibration.

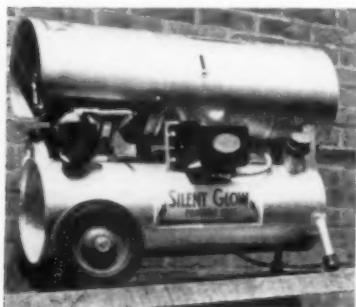
More information is available from Berylex of Ohio, 5945 Ridge Avenue, Cincinnati 13, Ohio.

**Enter A44 on Inquiry Card**

## Silent Glow Adds New Portable Heater to Line

A new lightweight portable heater, the Cub Model 90, is the latest addition to the line of portable heaters designed and manufactured by The Silent Glow Oil Burner Corporation, Hartford, Conn.

The unit weighs 76 pounds, de-



livers 90,000 BTU's, and produces either circulating air or radiant heat. According to the manufacturer, a patented Solar Glow Flame Filter encloses the flame. Automatic heat control prevents overheating and the fuel tank is located at heater's lowest point, away from high heat intensity.

Other safety features, according to the company, include continuous ignition, to prevent flameout, spilling of fuel, smoke, and odor; an electric solenoid shut-off valve, to eliminate danger caused by leaky hand valves; and metal fuel lines, to offer protection against leaks caused by damage to lines.

The Cub Model 90 burns on kerosene, diesel, or No. 2 fuel oil. More information is available from The Silent Glow Oil Burner Corporation, Hartford, Connecticut.

**Enter A45 on Inquiry Card**

## Roller Units Move Beams to Construction Area

The application of Multiton Roller Skids, according to the manufacturer, makes it possible to pour post-tensioned concrete beams at the job site, and then move them into place for construction. Humphreys & Harding, Inc., of Washington, D. C., moved 30-ton reinforced beams, some 100 feet long, by this method, along approximately 100 yards of residential streets between pouring molds and overpass site.

The firm mounted the beams on wood blocks, and then placed two Multiton Roller Skids under the blocks, at each end of the beam. According to the manufacturer, they are designed to handle loads up to 300 tons and are of roller-chain construction to spread the load evenly and surmount surface irregularities. Truck power was used for traction.

The wood blocks were held in place by the self-locking teeth on the Roller Skids.

Multiton Roller Skids are made in

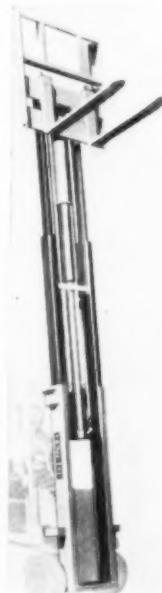


a variety of sizes and weights to accommodate loads from 6,000 to 600,000 pounds and are manufactured by Stokvis-Edera & Co., 18 Secatoag Avenue, Port Washington, New York. More information is available from the manufacturer.

**Enter A46 on Inquiry Card**

## Truck-Man Offers Lift Mast With High Free Lift

Truck-Man Division of the Knickerbocker Company, Jackson, Michigan, announces the new Tri-Free-Lift Mast which is available on all Truck-Man fork lift truck models. According to the company, the Tri-Free-Lift Mast combines a higher lift with a lower down height and a high free lift. The unit is available in three lifts — 136 $\frac{1}{2}$ , 145 $\frac{1}{2}$ , and 181 $\frac{1}{2}$  inches — with respective down heights of 68, 71, and 83 inches. Maximum free lift varies from 45 $\frac{1}{2}$  inches on the 136 $\frac{1}{2}$ -inch lift to 60 $\frac{1}{2}$  inches of free lift on the 181 $\frac{1}{2}$ -inch lift. All three heights may be obtained with either 4,000, 5,000, or 6,000-lb. capacities (at 24-inch load center).



The company cites that a Truck-Man truck equipped with a Tri-Free-Lift Mast of 145 $\frac{1}{2}$ -inch lift goes through a 72-inch door; raises forks within 2 feet of the ceiling of a 6-foot-high semi-trailer; and puts another lift on top of a 12-foot-high stack. According to the company, this means that one truck can be used to load truck trailers and boxcars and do the stacking in the warehouse. Literature and information on the Tri-Free-Lift Mast are available from Truck-Man Trucks, 570 Liberty Street, Jackson, Michigan.

**Enter A47 on Inquiry Card**

# Whitest . . . BY ANY STANDARD



As white as snow

Whitest in the bag  
Whitest in the mix  
Whitest in the completed job

There are so many places where it is better to use Trinity White. It is a *true* portland cement with the "greys" and "off-color casts" eliminated. Use it for architectural units; stucco; terrazzo; or any other job where appearance is important in good concrete. If your dealer does not carry Trinity White, write us direct.

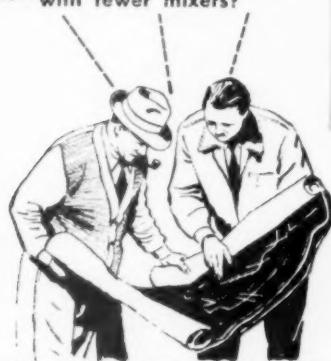
A product of GENERAL PORTLAND CEMENT CO.  
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## Trinity White PORTLAND CEMENT

**Q:** This big slab job calls for low slump—HOW CAN WE BE SURE OF FAST DISCHARGE?

**Q:** How do we lick the problem of thoro mixing on such a short run?

**Q:** Is there a way to get by with fewer mixers?



*There  
is an  
answer!*



Long famed for mixing ability, TRANSCRETES are a natural for even the lowest slump jobs. Their simple, more compact design—better weight distribution and greater maneuverability GUARANTEE BIGGER PROFITS ON ANY TYPE JOB.

TED (Truck Engine Drive) and Separate Engine Models to 7 yds. mixing capacity.

CONSTRUCTION MACHINERY CO.  
Waterloo, Iowa



## TRANSCRETES

**WRITE FOR NEW FREE TRANSCRETE CATALOG**

## Kwik-Mix Moto-Bug Is Available in New Model

The new R-18 model Moto-Bug can carry 3,000 lb. either when used as a platform carrier or when equipped with an 18 cu. ft. hopper, according to Kwik-Mix Co., a di-



A direct drive to the power flow transmission eliminates shifting and allows a 12 m.p.h. forward or reverse speed, according to the manufacturer. The engine on the R-18 is side-mounted for the comfort of the operator. Rear-wheel steering and internal expanding brakes are automotive type. Electric starting and LP-gas equipment are optional. More information is available from Kwik-Mix Co., Port Washington, Wis.

**Enter A48 on Inquiry Card**

vision of Koehring Co. As a forklift (at 15 in. load center) the new model will raise 1500 lb. to 7 feet. The operator can tilt the forklift mast 10 degrees back — 2 degrees forward.

When carrying a full load, the Moto-Bug can climb a 25 per cent grade. It turns in an 84 in. radius if a forklift, or in an 82 in. radius if equipped as a hopper or platform carrier.

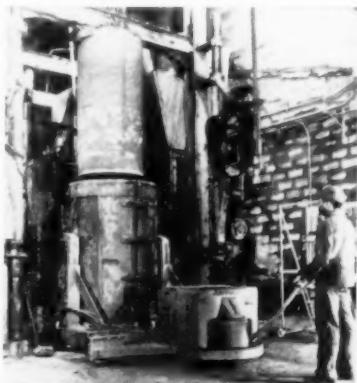
## Concrete Pipe Handler Transports Filled Molds

A vehicle for in-plant handling of cast concrete pipe is in production by Clark Equipment Company's Industrial Truck Division.

The machine, Clark's Powrworker Concrete Pipe Handler, was designed to solve handling problems of a manufacturer who wanted to increase his pipe lengths to six feet from four feet. The new Clark machine carries molds for pipe as large as 72 inches

inner diameter to casting machines, positions them for pouring, and transports filled molds to curing areas.

Powered by a battery-operated series wound motor with double reduction drive similar to motors of



standard Powrworker pallet trucks, the pipe handler has a 13,000 lb. lift capacity. Wheelbase is 80 3/4 inches.

Information is available from Clark Equipment Company, Industrial Truck Division, Battle Creek, Michigan.

**Enter A49 on Inquiry Card**

**STOP SPILLAGE..**  
**SAVE TIME and MONEY**  
by Equipping Your Concrete Pipe  
or Block Plant with a  
**FLEMING**  
**SKIP HOIST**

Protect your profits! Replace that wasteful, troublesome belt conveyor with a Fleming Skip Hoist. Built to deliver peak production day-after-day, you never have to worry about mix spilling over the sides of a conveyor belt and "hanging it up", or time lost digging out overflow to free the belt, or cost of the extra cement it takes to bring recovered material back to life. Rugged, compact, automatic. Fleming Skip Hoists are clean in operation; prevent segregation; work efficiently with any make pipe or block machine. All-steel construction assures long dependable service.

**For Full Details Write:**

**FLEMING MFG. CO.**

483



### FOUR SIZES: 14-28-36 and 50-Cu. Ft. Capacities—to Fit Your Needs.

MODEL NO.	CAPACITY	PRICE
FMC-14	14 Cu. Ft.	\$1675.00
FMC-28	28 Cu. Ft.	\$2190.00
FMC-36	36 Cu. Ft.	\$2490.00
FMC-50	50 Cu. Ft.	\$2850.00

# vigilance

Final victory over cancer will come from the research laboratory. But there are victories today. Many cancers can be cured when detected early and treated promptly. Vigilance is the key to this victory.

There are seven signals which might mean cancer. Vigilance in heeding them could mean victory over cancer for you.

1. Unusual bleeding or discharge.
2. A lump or thickening in the breast or elsewhere.
3. A sore that does not heal.
4. Change in bowel or bladder habits.
5. Hoarseness or cough.
6. Indigestion or difficulty in swallowing.
7. Change in a wart or mole.

If your signal lasts longer than two weeks, go to your doctor to learn if it means cancer.

AMERICAN  
CANCER  
SOCIETY

## NEW LITERATURE

**PRECAUTIONS FOR COLD WEATHER**—Some cold weather suggestions have been drawn up in literature published by the *Bergen Machine & Tool Co., Inc.*, Franklin Avenue, Nutley 10, New Jersey. Ideas for preheating steam chambers, yarding aggregate and block in winter, and insulation are included.

**Enter A50 on Inquiry Card**

**FRONT-END LOADERS**—The five Tracto-Loader models are illustrated and discussed in a catalog published by *Tractomotive Corporation*, Deerfield, Illinois. Specifications are included as well as drawings of the construction of the units. One page of the booklet shows the attachments that are available.

**Enter A51 on Inquiry Card**

**TRUCK COST RECORD**—The *White Motor Company* announces that it is issuing the 36th annual edition of the Cost Record Book for truck fleets. The book is revised for modern fleet cost practices and is available to truck operators. Copies are available

from Sales Promotion Department, The White Motor Company, Cleveland 1, Ohio.

**Enter A52 on Inquiry Card**

**STRADDLE CARRIER**—Specifications and operating advantages of the Series 71 straddle carrier, of 12,000 lbs. capacity, are given in a new four page, two color brochure now available from Ross Carrier Division, *Clark Equipment Company*, Benton Harbor, Michigan.

**Enter A53 on Inquiry Card**

**TESTING NEWS**—*Soiltest, Incorporated*, 4711 West North Avenue, Chicago 39, Illinois, is publishing a newspaper entitled *The Testing World*. The paper includes features on new concrete testing apparatus manufactured by the company.

**Enter A54 on Inquiry Card**

**STEEL STRAP FEEDER**—A four-page folder published by *Signode Steel Strapping Co.* describes Sig-

node's new Power Strap Feeder Model PSF-1. By use of schematic drawings, the folder describes and illustrates how the Signode Power Strap Feeder feeds vertical straps around large packages or skid loads. Copies are available from the company at 2600 North Western Avenue, Chicago 47, Illinois.

**Enter A55 on Inquiry Card**

**HOT WATER REQUIREMENTS**—The engineering division of *Viking Superior Corp.*, Brooklyn, New York, is putting out a step-by-step sizing procedure for determining hot water requirements for winter pouring of concrete. It will cover sizing for systems with or without hot water storage tanks, and will indicate the availability of steam from the same unit.

**Enter A56 on Inquiry Card**

**CONCRETE FORMING DEVICES**—A 60-page catalog describing their full line of forming accessories and tying and anchoring equipment has been published by *Williams Form Engineering Corporation*, 1501 Madison Avenue, S. E., Grand Rapids 7, Michigan.

**Enter A57 on Inquiry Card**

## For QUICK RESULTS

put your problem in  
**CONCRETE'S**  
**Classified Ad Section**  
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CURING ROOMS—WEST ALLIS  
CONCRETE PRODUCTS CO., WEST ALLIS, WISC.

## NOBODY'S KIDDING WEST ALLIS

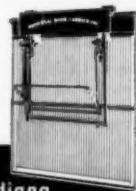
Most block producers are "good eggs"—but "hard boiled" equipment buyers. They're not easily taken in by titillating talk and perfumed prices. They're after *quality*. Equipment that will *make 'em* money and *save 'em* money by superior performance, dependability, and durability. That's why most "tough customers" are *our* customers.

*Universal*

### KILN DOORS and DOOR CARRIERS

UNI-SEAL Superior Door Gasket and Cement

UNI-COAT Positive Anti-Rust Coating



UNIVERSAL DOOR CARRIER, INC.

1117 Cornell Ave., Indianapolis 2, Indiana

"SPECIALISTS IN KILN CLOSURE EQUIPMENT—SINCE 1904"

### FOR SALE

Lith-1-Block 3-at-a-time block machine, two years old. All attachments for making many sizes and shapes of blocks.

**NOLAN BROWNE COMPANY**  
P.O. Box 575  
Dallas 21, Texas

### FOR SALE

Used conveyor belting, 4 to 8' wide, 28 ounce duct, 18", 24", 30", 36", 48". Used portable belt conveyors, 50 to 60 ft., electric motors 24" wide, \$1,000. and up.

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### FOR SALE

Fork and platform power lift trucks, used and guaranteed factory rebuilt.

Erickson Power Lift Trucks, Inc.  
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PHONE—STERLING 1-9508

### FOR SALE

One Autoclave — 8' Diam. 54' long  
250' 4 ply 14" conveyor belt  
500' 5 ply 18" conveyor belt  
500' 5 ply 20" conveyor belt  
500' 5 ply 24" conveyor belt  
500' 6 ply 30" conveyor belt  
500' 7 ply 36" conveyor belt  
150' 7 ply 48" conveyor belt  
Five L190 Tandem dump trucks  
— \$2500.00 each.  
Five used conveyors portable or stationary.

WESTERN EQUIPMENT SALES ENGINEERS  
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for  
concrete  
construction



Consider these  
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- Easy to handle and assemble.
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- Saving in time, material, money.
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Send coupon today  
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Box 128, H. P. Station  
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Please send catalog and address of nearest sales office (there are 21 coast-to-coast.)

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### FOR SALE

Semi-Automatic Kent Blockmaker, vibrator type, 4" & 8" mold boxes, one pallet oiler, Barrett hand lift truck, 2480 pallets. Excellent condition. F. O. B. Medina. Priced for quick sale.

**CITY BLOCK & SUPPLY CO.**  
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Medina, Ohio

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Stearns #50  
Priced for quick sale. This machine completely overhauled and in excellent condition.

**LINVILLE'S INC.**  
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### WANTED

Used block pallets, usable condition, three-hole type.  
Advise price and quantity.

**W. E. DUNN MFG. CO.**  
Holland, Michigan.

### WANTED

An experienced Superintendent for a rapidly growing precast, prestressed concrete structural framing plant near Pittsburgh who is familiar with steel forms and capable of taking full charge. An excellent opportunity for the right man.

**THE PITTSBURGH FLEXICORE CO., INC.**  
Monongahela, Penna.

### WILL BUY OR INVEST

Up to \$250,000.00 in concrete products plant. Investor active or inactive.  
Reply giving full particulars — held in complete confidence.

Address: Box A-28, care CONCRETE  
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### FOR SALE

Columbia Model 8, 1952 machine completely rebuilt with offbearing equipment, pump and motor with 8" X 8" X 16" two-core stringer blocks with corebars to convert 3-core mold to 2-core and shoes to make one double corner, save 2-core block, 8" single bulbous, 2-core attachment and complete mold and head to make 12" x 8" x 16" 3-core stringer block and 8" x 8" x 16" with shoes and corebars to make 8" and 12" half corners and sash. Price \$6,900.00. Much other used and rebuilt equipment.

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345 West 14th St. Holland, Michigan  
Phone: Export 6-5215

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SELL  
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USED  
EQUIPMENT  
THROUGH  
CONCRETE'S  
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AMERICA'S FINEST MOLDS AND LOWERING DEVICES

SOLO BY FUNERAL DIRECTORS NATIONALLY  
YOUR AREA MAY STILL BE AVAILABLE

TERRITORY FRANCHISES

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EQUIPMENT DIVISION

1600 LUCAS MUNT RD. ST. LOUIS 26, MO.



CONCRETE

#### Concrete Block Machine Factory Reconditioned

FMC-180, plain pallet block machine, guaranteed. Comes complete with motors and mold box. Capacity 1400 blocks daily. Financing available.

**FLEMING MANUFACTURING CO.**  
Cuba, Missouri

#### PLAIN PALLET CLEANING

We truck our machine to your plant and supervise entire cleaning and planing off of pallet residues. No need to shut down as we will keep up with production.

EDWARD A. LOBSTEIN

5363 Seminole Ave. Detroit 13, Mich.  
Phone: Walnut 2-1135

#### SWAP — SELL — BUY BLOCK MACHINES

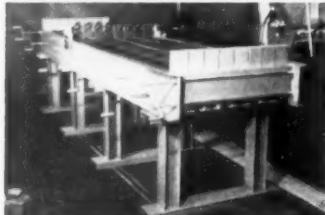
Stearns #7 & 9 Jolterettes..... \$ 500.00 each  
(Jolcrete owners at this price  
buy one for spare parts.)  
Mold Boxes #7 & 9 ..... 150.00 each  
Truckman Platform Lift  
4000 lbs. capacity ..... 495.00  
1-Y-40 Truckman Fork-Lift 4000  
lb. Capacity, 1956 Model ..... 3500.00  
2-Air Offbearers Stearns #7 & 9 ..... 250.00 each  
2-Hand Lift Trucks ..... 175.00 each  
1-Lith-1-Bar 2 Block Machine  
complete with 1000 plain steel  
pallets 18" x 22" ..... \$4900.00  
100-Racks and cored steel pallets ..... 10.00 each  
100,000 pressed steel pallets in stock  
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Send in list of equipment you need. If we don't  
have it in stock, we usually know where we can  
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#### with a SUPERIOR 82

- Makes high-strength wet-mix lintels.
- Pour 82 ft. all-at-once every day.
- Any size up to 10 ft., 4 inches.
- Dividers provide many combinations.
- Sell lintels along with your concrete block.
- Sell lintels along with your precast products.
- Retail or wholesale lintels.
- You'll like the price too!

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**SUPERIOR CONCRETE MACHY. CO.**  
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Strip out completed tees from your concrete drain tile machine with this special casting. Up to 80 per hour. For information write:

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BUILDERS**

Advertising necessities for the block industry. Line pins, twigs, corner blocks, calculators. Complete catalog on request.

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National manufacturer is desirous of obtaining manufacturing and sales rights on any equipment or improvements used in concrete products plants on a royalty or outright purchase basis. Patents not essential. Protection guaranteed.

Address: Box E-4, care CONCRETE  
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We have the most modern machines in use and can do your pallet cleaning to meet your work schedule. There is no extra charge for transporting our machines as they move on our own trucks.

**EASTERN PALLET CLEANING, INC.**  
2424 95th Street North Bergen, New Jersey  
Phone: Union 9-0260

No Matter What  
**SIZE...**      No Matter What  
**SHAPE...**

#### QUINN CONCRETE PIPE FORMS

*Set The STANDARD For Producing Quality Pipe!*

Over 50 years of experience go into the production of every Quinn Concrete Pipe Form. That's why the Quinn Heavy Duty form is recognized as the STANDARD the world over for producing quality concrete pipe at the lowest cost. Used in making pipe by vibration, spading, or tamping. Sizes for pipe 10" to 120" and larger. Tongue and groove (as shown) or bell end pipe in any length desired. No matter what size, shape, or length pipe you need, there's a Quinn pipe form made to fit your requirements. Write today for our FREE catalog and estimates.

Also Manufacturers of **QUINN CONCRETE PIPE MACHINES**  
**Quinn** WIRE & IRON WORKS BOONE, IOWA

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- SPLASH BLOCKS
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Box 534, Station "G" Columbus, Ohio

# HOW

to get more information on products and services covered in the editorial and advertising pages of this issue . . . . .

The reader service card facing this page is simple and easy to use. On each page of this issue containing an advertisement or advertisements there is a line at the bottom of the page referring you to this Advertisers' Index page. Ahead of each advertiser's name in the Index to the right there is a key number. If you want more information from any advertiser, simply enter his key number in one of the blank spaces on the right-hand side of the reader service card.

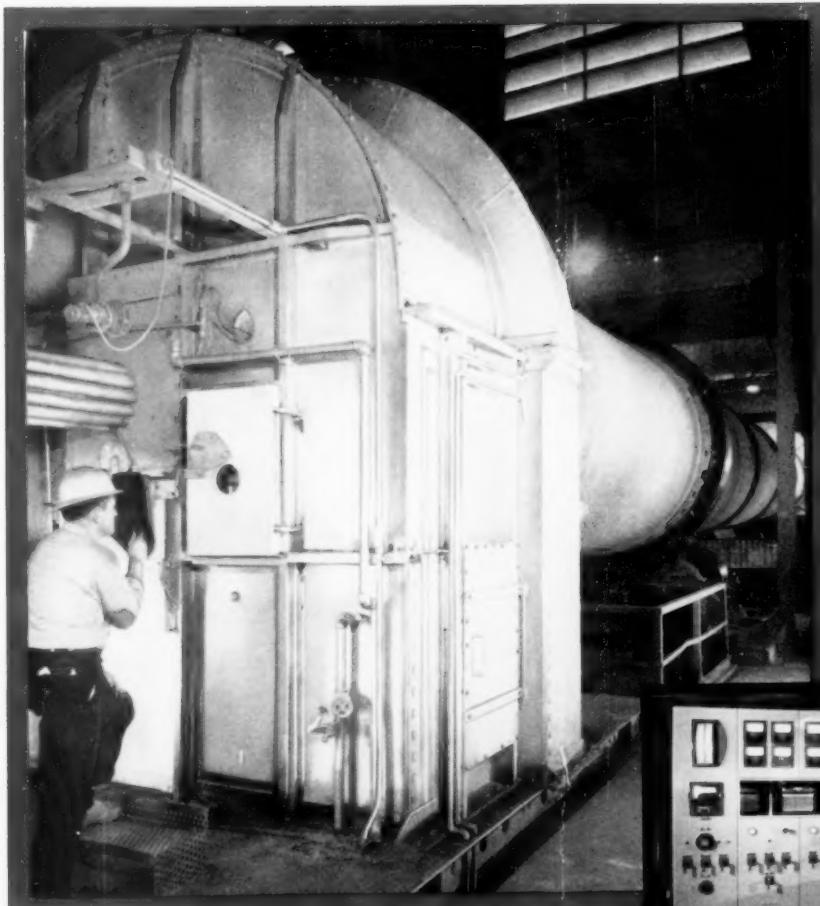
In the case of editorial descriptions of equipment and materials, each item has a key number below it. If you want more information about the item described, enter that key number in one of the blank spaces on the right-hand side of the reader service card. New literature items are similarly keyed.

Then print in your name, title, the name of your company and complete mailing address and drop the postage-paid card in the mail. We will forward your requests to the manufacturers as promptly as possible after we receive your card.

**THE BEST TIME TO MARK THE CARD IS WHILE YOU ARE READING THE ISSUE**

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## Penn-Dixie's Rotary Kilns Fuse Rock at 2,700 Degrees F

These cylindrical, revolving kilns, lined with special fire-brick, are large enough to drive a small truck through and are longer than a football field.

The heat in the kilns is so intense that the raw materials are chemically altered and fused into a new substance called clinker. The electronic control panel (at right above) controls the critical burning action during the conversion process that lasts two hours or more. After further treatment the clinker ultimately becomes Penn-Dixie cement.

In this, as in every other step, Penn-Dixie's laboratories apply rigid controls that guarantee you dependable and uniform cements.

*Penn-Dixie means Permanent Dependability*

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**PENN-DIXIE CEMENT** Corporation

For more information use postcard facing page 48.

# Another LEADER in the Block Industry!

**8 hours of high pressure steam curing  
equals 28 days of regular curing!**

Lift truck loading green block into kiln. Truck equipped with steel flanged wheels to fit tracks.

## **Cinder Block Inc. Pioneer Detroit Block Plant Speeds Up Delivery of VIBRAPAC Masonry Units with HIGH PRESSURE STEAM CURING**

Cinder Block Inc., one of the nation's largest block plants, recently completed a half million dollar expansion program that will enable the company to greatly increase its production of lightweight masonry units.

An important phase of the expansion program was the installation of six modern autoclaves, each kiln holding 2700 units. By operating two curing cycles daily, the plant has a capacity of 32,400 units, 8" or equivalent, per day. This high-pressure steam curing system has many advantages. First of all, it results in a better block with decidedly less shrinkage, and units available within 24 hours. Less yard space is required for storage and customers get faster block deliveries.

Cinder Block Inc. is truly a Besser-equipped plant. They installed their first Besser machine, a super tamper, in 1934. Today, they operate three modern Vibrapacs, all with automatic feed control and front pallet feed. The company also has Besser Block Cubers, Brickveyors and Attachment Racks.

*If you want to make money in the block business, look to Besser for better equipment.*

**B E S S E R C o m p a n y**

DEPT. 127 • ALPENA, MICHIGAN, U.S.A. • First in Concrete Block Machines

A7-154

New modern office building of Cinder Block Inc. — a good example of sound masonry construction.



Cinder Block executives:  
Walter Horn, Pres.; Robert  
Horn, V.P.; Herb Vincent,  
Sales Mgr.; Arthur Leco,  
Prod. Mgr.; and Frank  
Halsch, Plant Sup't.



Besser Attachment Racks  
for storage of molds and  
stripper heads.

★ This is the 143rd of a  
series of ads featuring  
leaders in the Concrete  
Products Industry who are  
stepping up block produc-  
tion with Besser Vibrapac  
machines.

3 new Besser Vibrapacs installed in Cinder Block plant.

